



# Market Bulletin

Bob Odom, Commissioner

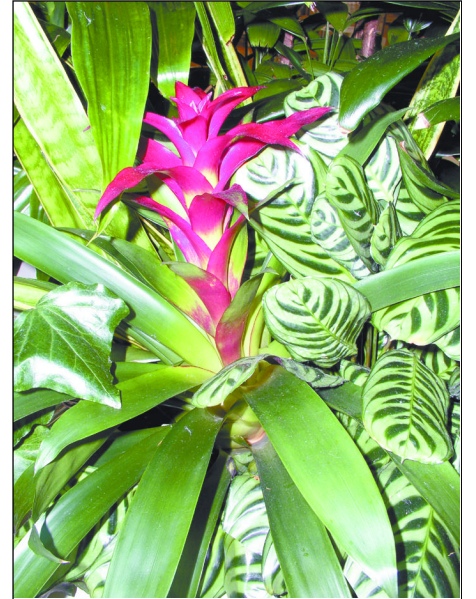


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September 2, 2004


*Interior landscapes, or interiorscapes, are an essential element in 21st century building design. One Louisiana horticulturist took his passion for plants and turned it into a thriving, award-winning interiorscape business with clients across the nation.*



## INTERIOR Escapes



The nine Phoenix palm trees in the Mall of Louisiana in Baton Rouge are the tallest free-standing trees in the world (above). Each one is about 50 feet tall and weighs 8,000 to 10,000 pounds in its six-foot-square container. Pink bromeliads and striped prayer plants add vibrant color to oversized containers at the mall (above right). Several black olive trees stand guard in the center court atrium (left).

iant palm trees, tropical greenery, sego palms and beautiful sun-kissed skies.

It sounds like an idyllic beach scene in the Caribbean or Hawaii. Actually, it's the atrium at a local mall or hotel.

Lush tropical and native indoor landscapes, or interiorscapes, are a necessity in designing the next generation of commercial-use buildings, helping to create a relaxing, open and healthy environment at shopping centers, hotels, banks, hospitals, casinos and office buildings. The flora is warm and inviting, and the natural light entering through over-sized atrium windows and skylights offers a gentler glow than the typical fluorescent lighting used in commercial settings.

Louisiana interiorscape expert Pat Heroman, owner of Heroman Services Plant Company in Baton Rouge, recognized the growing trend of interior landscaping in the late 1980s and has since established one of the best-known businesses in the industry with clients nationwide. He was working



in his family's wholesale greenhouse business at the time but soon realized that interiorscapes required a completely different focus and talent.

"Interior and exterior landscaping are two different animals. It's amazing how different the two are," Heroman commented. "For me to go do exterior – I would be out of my league. It's just a different phase of horticulture and that's what is so neat about it."

Interiorscaping has been in practice for about 50 years, one horticulture company claims, but Heroman said it really didn't get its start until the 1970s.

"That's when this industry kind of hit and got its true beginnings," he said.

### From Mother Earth to Shopping Mall

Heroman got his start in the horticulture business by working for his father's business, Fred's Wholesale Greenhouses. He worked as a grower and manager for greenhouses in Louisiana and out

*See Heroman Services, page 2*



# Heroman Services, continued from page 1 —

of state. Heroman has learned through the years that it's important to focus on one area and to let others excel in their own segments of the business. He no longer grows plants; instead he orders them from growers throughout the United States.

"What's amazing is the fact that in plants everybody has a specialty. For instance, in ficus trees, one particular grower might do that so much better than the rest of them. Or an English ivy for the interior, you really have to find the person who's got a niche in the market and can grow one that will survive inside the best," Heroman explained.

Most of the interior plants used around the world, not just in the United States, are grown in south Florida and Hawaii.

Another interior plant fact Heroman shared is the importance of "genetics" in plant survival.

"Most of us don't have a brown thumb or green thumb like people tend to think. It's really where the plant came from — how it was produced or grown that is going to determine how well it survives," he said. "If we go and purchase a plant and we don't know any of its history, it's like you and I not knowing our own genetics. When we know our genetics, we can take care of ourselves much better."

The same is true with plants, Heroman said.

## Planting the seed

Interiorscapes, like most good landscapes, don't occur overnight. It's a detailed process in which landscape architects, growers and plant installation/maintenance companies work as a team to create something spectacular for their client.

The process begins with a design and, according to Heroman, a "good" project usually will take 18 months to two years to complete.

"The landscape architect starts the feel of

what is going to happen, whether it's a south Louisiana feel or a tropical feel with palms and things like that. He works with us during this phase to look at maintenance because he wants it to still look good 10 years from now," Heroman said.

"You've got to have a good balance of: Can you get the material you want from a grower?, Is the design aesthetic?, and Can it be maintained? That's the kind of challenges that go on in this industry."

Once the design and "feel" are decided upon, installation and maintenance take place.

Installations for Heroman's company usually take two to three days, but other companies sometimes take two to three weeks.

"What our company does is we go in with 30 employees and it's very organized. It's almost like a lot of little ants and everybody knows their responsibilities, their duties, and take off and go and do them," Heroman said.

Another company might have two key employees who bring in four extra people to help them complete an installation. Heroman said the team of six will usually work at night over the course of several weeks.

"Who knows whether they're right or we're right. Our company just enjoys the 30 employees coming together. They enjoy seeing everybody; they enjoy watching something miraculously happen almost overnight. We don't like to drag it out."

## Taking care of business

On the maintenance side, the needs of each interiorscape are weighed when determining a routing schedule for maintenance.

"We jokingly say we have to fool Mother

## MAINTAINING A MASTERPIECE



Horticulture technician Betty Braun uses scissors to trim discolored portions of a plant at the Mall of Louisiana (clockwise from top left). Heroman's maintenance carts carry purified water for use on interior plants. Pat Heroman holds a metal dipstick used to measure soil moisture in containers. Braun cleans the leaves of a bromeliad. Atrium supervisor Becky Blair waters ivies as part of weekly maintenance at the mall.



Nature because there is no Mother Nature in what we do. We're very consistent on climate. There's no dormant period for the plant material and there's no high, active growth period. The only thing that could change for us is light conditions," Heroman said.

"That's something we have to take into consideration. During the summer two days of daylight equal about three in winter. It affects our watering and a lot of different things."

Heroman said most interiorscapes have about 52 periods (or weeks) of maintenance each year. On the flip side, exterior landscapes are usually maintained roughly 35 times a year. Their schedule includes dropping to once-a-month and twice-a-month

maintenance during the fall and winter.

"We fluctuate it, but we usually have 52 periods. We have found out that plants can vary depending on all the climactic conditions that the inside presents — how dark it is, how big the tree or plant is, what kind of air conditioning and heating system the building is equipped with," Heroman said.

Other conditions that have to be considered are the environment of the location and the business taking place inside the building where the plants are located.

"The hospitality industry is one that presents its own set of problems or conditions. With the hospitality industry (hotels mainly), they are so present-client oriented that if one client walks in and says 'I want this' *See Heroman Services, page 10*

# Heroman's business blooms nationwide

Pat Heroman has "green thumb" blood running through his veins. He said genetics mean everything when it comes to plants and their survival, and it seems the same is true when it comes to those working in the plant business.

Heroman is a fifth generation horticulturist. He began working for his father's business, Fred's Wholesale Greenhouses, after graduating college. Heroman was a grower managing half a million square feet of greenhouse space in Louisiana and 25 acres outdoors in Puerto Rico.

While working for Fred's in 1987, Heroman said two Baton Rouge CEOs who wanted their buildings to look "good" inside, like offices in New York City and Chicago, approached him.

"Both of them came to me in the same month while I was working in the wholesale business. They were friends of ours and they said how come they go to New York City and Chicago and the plants up there in the offices look gorgeous," Heroman recalled. "At the same time we had employees in the

greenhouses that loved horticulture but said they didn't like that (the greenhouse) end of it. They wanted a change.

"So I told them, we'll try it. We'll try to take care of the plants, and we'll try to keep these employees enjoying what they're doing."

Over the next five years, a business "bloomed." Heroman remained working for his father's wholesale greenhouses, but also took care of interior accounts and kept his employees happy with the new "interiorscape" business.

"For five years we kept picking up business and we never went out looking for it. It wasn't until 1992, when I decided to make a career of it and it had to support me, that I actually solicited the first account," Heroman said. "But what was remarkable is in '92 it could support me already just over normal growth in those five years. It had given us a good five-year cushion to learn what was going on without having to supply income or anything else to the owners."

Since that time, Heroman Services

Plant Company has grown to be one of the premiere interiorscape businesses in the country. Heroman now has offices in Baton Rouge, Metairie and Destin, Fla., and his clients include hotels, malls and offices in Louisiana, Mississippi, Alabama, Florida and Massachusetts.

His work has garnered national attention and awards. In 2003, Heroman's company received a *Best Project* award from *Interiorscapes* magazine for a project at Esplanade Mall in New Orleans. In 1999, he won two awards for the interiorscape renovation his company completed at the Department of Agriculture and Forestry's headquarters in Baton Rouge. And, in 1997, Heroman Services' work on the Argosy Casino/Catfish Town atrium in Baton Rouge was recognized by two organizations as the Grand Award Winner for the year.

"In that same year the Opryland company built a 2.5-acre atrium and spent over \$2 million on interior plant material. *See Pat Heroman, page 10*



Pat Heroman discusses the condition of interior plants at the Mall of Louisiana with horticulture technician Melanie Blanchard.



## CATTLE

No grade sires listed in the interest of better livestock. All dairy cattle 20 mos. of age, beef cattle 24 mos. of age, or pastured or post pastured animals of any age offered for sale, except for immediate slaughter, must have valid 30-day negative brucellosis test certificate. Contact La. Dept. of Agriculture and Forestry, P.O. Box 1951, Baton Rouge, La. 70821-1951.

**REMINDER: Have all of your heifer calves between four and 12 months of age vaccinated against brucellosis. For information contact your local veterinarian, LDAF animal health personnel, your parish Cattlemen's Association or parish Farm Bureau.**

**Reg. horned** Hereford bulls, yrlg. & 2 yrs., \$800/1-up. Ray Taylor, Morrow; (318) 346-7531.

**Reg. Char.** bulls, \$1500/1-up. Ridley Chauvin, Raceland; (985) 537-6954 or (985) 804-2594.

**Reg. Simm.** & Simbrah cattle, heifers, bulls, prs., \$550/1-up. B. G. Denton, Jena; (318) 992-4504.

**Reg. Char.** bulls, ready for service, gentle, big, stout, clean & tested, Big Sky & Budsmysdad breeding, cert. herd, \$1500/1-up. Walter Lemoine, Marksville; (318) 253-7939.

**Reg. blk. Angus** bulls, 8 mos., \$600. Clinton Breland, Angie; (985) 848-9213.

**Pb Brangus** heifer, 7 mos., absolutely gorgeous, approx. 475 lbs., \$500. Alva Stuard, Baker; (225) 261-2032.

**Holstein nurse** cows, \$1000/1; Holstein bull calves, \$150/1. Brent Duncan, Franklinton; (985) 839-9493.

**Reg. polled** Hereford bull, coming 3 yrs., \$1200. K. C. Robinson, Leesville; (337) 238-0529.

**(2) 3/N/1** Beefmaster cow w/calf at side & rebred to horned Hereford bull, \$1200/1 or \$2200/all. Stanford Dominique, Duson; (337) 873-8717.

**Reg. BBU** Beefmaster bulls, top bloodline, good conform., (1) blk., \$900/1-up. Gaston Gerald, Greenwell Springs; (225) 654-8816.

**Reg. Char.** bulls, gentle, ready to go, \$1000/1-up; reg. Char. bred cows, \$1000/1-up. Dickie Torbert, Thibodaux; (337) 519-4701.

**Brangus bull**, 4 yrs., very gentle, \$1000; calves to see. Norman Fontenot, Ville Platte; (337) 363-6179.

**(1) Reg. blk.** Brangus bull, 9 yrs., calves to show, \$1200. Mike Smith, Many; (318) 256-5214.

**Reg. polled** pb Char. bulls, 13-18 mos., \$1000/1-up. Anthony Pitt, Scott; (337) 232-2452.

**(12) Golden** cert. F-1 Braford heifers, 6 mos., \$700/1. Chad Fontenot, Ville Platte; (337) 363-4177 or (337) 789-1936.

**(22) Blk. baldy**/blk. super baldy, 6-9 mos., reg. sires & dams, excel. cond., vacc. & wormed, take all, \$600/1; (5) blk. baldy/blk. super baldy, 16-18 mos., ready to breed, \$900/1. Mary Cambre, Robert; (985) 345-3432.

**Reg. Texas** Longhorn bull, Trophy sired by Tabasco & out of an Overwhelmer daughter, plus entire herd of (12) head, (7) cows, (4) calves, (1) bull, includes a young big horn, own daughter of Classic, \$11,000. Ed Durr, Jr., Amite; (985) 748-5556.

**(25) Reg. Brangus** bulls, yrlgs., \$1500/1; (20) Brangus cows, 3-5 yrs., bred to calve in fall '04, \$1200/1, del. avail. Ronnie Link, Evergreen; (318) 939-2409.

**(1) Reg. Angus** bull, 5 yrs., by Travel Agent, \$1800; reg. Hereford bull, 4 yrs., heavily muscled & boned, \$1800; (6) reg. Angus weans., E.T. bulls & heifers, sired by Emulation 1137 & Battle Cry, \$1000/1-up, some show prospects. Jonathan Perret, Edgard; (225) 229-2734.

**Angus & Santa** Gertrudis heifer, nice, born 3/15/04, red, \$450. Sandra Odom, Leesville; (337) 238-0224.

**BBU Beefmaster** bull, born 3/4/04, (1) BBU Beefmaster bull, 3/11/04, \$500/1. Betty d'Augereau, Kaplan; (337) 643-1724.

**(2) Pb F1 tiger** stripe yrlg. heifers, vac., all shots up to date, \$700/1-up; (2) ¾ Hereford, ¼ Brahman yrlg. heifers, vac., all shots up to date, \$700/1-up; (3) reg. Hereford bulls, 12 mos. & older, vac., all shots up to date, \$700/1-up. Jason Guidry, Abbeville; (337) 898-2119.

**(19) Head**, gentle, home raise cattle, mostly Brangus cows, (3) Brangus bulls, (2) prs., \$1700. Dave Whitaker, Sieper; (318) 793-2765.

**Reg. blk. Angus** calves, 4-H projects, TC Stockman 365, R & R Architect, Sitz Alliance, EXT bloodlines, \$850-\$950. Hugh Junca, Franklin; (337) 923-7223.

**(2) ¾ Red Angus**, ½ Brahman, 2 yr. cows, w/7 mo. Brangus-sired heifers, (OSV), cows bred to Brangus (CBR Townsend Lucky) for Spring '05 calves, \$1450/pr.; (4) Brangus, Simbrah, 8 yrs., cows bred to Brangus (CBR Townsend Lucky) for Spring '05 calves, \$860/1. John Mailhes, Keithville; (318) 925-0898.

**(4) Brangus** (Premium Black Gold) 2 yr. cows, bred to Brangus (CBR Townsend Lucky) for Spring '05 calves, \$1085/1; (4) Brangus 7-8 mo. weaned heifers, OCV, dewormed, vacc., \$625/1. J. Mailhes, Keithville; (318) 925-0898.

**Reg. red Devon** bulls, 9 mos., polled, gentle, NZ bloodlines, excel. on grass, \$1000/1. Bobby Womack, Greensburg; (225) 222-4581.

**Maine Anjou** bulls, 7 & 10 mos., solid blk., all shots, wormed & super weights, A.I. sired, \$800 & 1200. Judy Wiggins, Baton Rouge; (225) 752-0309.

**Reg. polled** Hereford herd bull, 1/3/97, excel. breeder, excel. cond., CMF 101B BnchMrk 393G, \$1200. Yona Wellman, New Orleans; (504) 488-3781.

**Polled Hereford** bulls, 7 mos., excel. quality, all shots, wormed, gentle, great EPD's, AI sires, \$800/1. Laura Hughes, Zachary; (225) 658-5348.

**Miniature Hereford** steer, 16 mos., 36", 400 lbs., leads, ties, clips, \$1000 obo or will trade for goat supplies, clippers, grooming stand, portable haulers. Dodi Welch, Bush; (985) 886-8842.

**(3) Fresh Corriente** steers, \$350/1. Glenn Schexnaydre, Convent; (225) 562-7344 or (225) 806-0214.

**Reg. Char.**, 34 yrs. of Char. breeding, Duke, Tundra, Wallstreet & Sky Mon. Ease, cert. herd, bulls 13-26 mos., \$1200/1-up; heifers, \$850/1-up. Ivy Guillot, Sr., Marksville; (318) 253-8300.

**Reg. polled** pb Char. heifers, 7-9 mos., \$700/1-up; 13-15 mo. bulls, \$1100/1-up, excel. EPD's. Louis Quave, Bush; (985) 886-5557 or Peter Feringa, Covington; (985) 871-0317.

**Reg. polled** Santa Gertrudis calves, (3) bulls, (3) heifers, CB Grizzly bloodline, 5-10 mos., on feed, show or breeding quality, \$550/1-up. Ignacio Valledor, Mandeville; (985) 898-0306 or (985) 630-1520.

**(2) 2 Yr. top** quality Brahman bulls, good disp., shown in Jr. & open Brahman shows, \$2500/1. Luke Fontenot, Greenwell Springs; (225) 654-6123.

**Jersey cow**, w/heifer calf, \$1000; nurse cow, ½ Jersey, ½ Holstein heifer, 10 mos., \$500. Lloyd Reed, Deville; (318) 466-5855.

**Pb polled** Hereford bull, have reg. papers on sire & dam, very gentle, born 3/15/03, \$800 will trade for same quality heifer. Harry Young, Denham Springs; (225) 665-2120 or (225) 665-5473.

**(2) Reg. Angus** bull calves, excel. bloodlines, 10 mos., both parents on farm, all shots, \$700/1. Ralph Zepp, Natchitoches; (318) 356-7519.

**Blk. Angus** heifers, \$800/1-up. Kurt Martinez, Donaldsonville; (225) 473-3041.

**Fb reg. red** Limousin bull, sired by CDPL 440, 18 mos., \$850; fb reg. red Limousin bull, sired by Colorado 276 H, 3 ½ yrs., \$1250. Bob Holloway, Eros; (318) 249-4377.

**2 Yr. bulls**, grass raised, (2) Char., (1) Brangus, (4) Angus, excel. EPD's, \$1200-\$1500/1. J. W. Wills, Elm Grove; (318) 747-0079.

**Reg. Limousin** bulls, 2 yrs., \$1100; cows, young bulls & heifers, \$600-\$1200. Dale Westmoreland, Franklinton; (985) 839-5713.

**Reg. Brangus** bulls, Brinks bloodlines, 1-3 yrs., \$900-\$1500/1. Robert Coleman, Franklinton; (985) 848-9714.

**Reg. polled** Char. bull, 7 yrs., top bloodline, gentle, calf to show, no bad habits, easy calving, \$1700. Ronnie Montgomery, Kaplan; (337) 643-8362.

**Reg. red** Limousin bull, born 1/03, AI sire Can Ridge blockade, extremely gentle, great herd bull prospect, \$1500. Brent Deshautelle, Marksville; (318) 253-6495.

**Reg. Limousin** bulls, 10 mos., a positive imprint on your program, w/excel. background & EPD's, \$900/1. Dextel Terrebonne,

Gibson; (985) 209-0026.

**Large selection** of Gelbvieh bulls, all ages, \$900/1-up. Homer Knost, Clinton; (225) 683-8044.

**Wanted:** Long horn cattle. Buddy Lucky, Bossier City; (318) 453-5685.

## HORSES, MULES & JACKS

All horses, mules, and jacks must be from bona fide livestock farmers. We cannot accept notices from horse dealers, order buyers or persons selling on commission basis.

Every time you submit an advertisement one of the following must be provided. 1. All listings of horses, mules or jacks must be accompanied by a COPY of the original official negative Coggins test for Equine Infectious Anemia (E.I.A.) that was performed within the past 6 months prior to sale on all horses, mules, and jacks, except nursing foals. (OR) 2. A signed statement from the seller stating that he will furnish the buyer with a negative Coggins at the time of sale.

**AMHA miniature** mares & '04 foals, colorful & affectionate, mares exposed to 30 ½" blk./wh. pinto, weans., \$750/1-up; mares, \$950/1-up. Armand Scurria, Chalmette; (504) 650-9197.

**(2) Pal. wean.** colts, by son of Peppy's Boy 895, \$800/1. John Morvant, Thibodaux; (985) 446-0708.

**2002 AQHA** buckskin, granddaughter of Peppy San Badger, started under saddle, \$1750; yrlg. bay colt, by money earning son of Smart Peppy Doc, \$1250. Romy Morvant, Thibodaux; (985) 446-0708.

**2002 AQHA** sorrel, big filly, 30 days started, quiet, '01 AQHA gray geld., 30 days started, quiet, both well mannered, good temperament & cow bred, \$2000/1. D. Gentile, Port Allen; (225) 627-9562.

**2004 AQHA** cow bred colts, all colts well built & correct, stud or performance prospects, all halter broke & gentle, (1) buckskin, \$2000; chestnut, \$1000; sorrel, \$800. Debra Gentile, Port Allen; (225) 627-9562 or (225) 234-2322.

**6 Yr. reg. QH**, Colonel Freckles bloodline, heel horse, \$4000. Glenn, Geismar; (225) 673-8842.

**AMHA/AMHR** miniature horses, broodmares, fillies & colts, check out our beautiful heard & '04 babies, paints & sorrels, w/good disp., \$600/1-up. Shirley Crochet, Sulphur; (337) 625-0404 or (337) 802-2983.

**8 Yr. old AQHA** broodmare, w/2/04 colt, by NFQH stud, mare has speed on top & cow on bottom, babies to show, \$2200/both. Michael Passman, Amite; (985) 748-5094.

**AQHA chestnut** mare, 5 yrs., Zips Chocolate Otoo, Watch Me Scoot bloodline, gentle, good barrel, pole prospect, \$2500 obo. Pete Arnone, Amite; msvarnone@charter.net or (985) 878-4419.

**Thoroughbred** mare, 4 yrs., broke to ride, \$600; 20 mo. QH stud, halter broke, \$600. Allen Prados, New Iberia; (337) 369-3252.

**(3) Miniature paint** horse gelds., \$750/all. Darien Milton, Albany;

(225) 567-5817.

**APHA stallion**, Cherokee Gold Rush, 13 yrs., green broke, has been ridden on trail rides, will email pedigree. L. Williams, Creston; (318) 875-4210.

**16 Mo. Buckskin** filly, ½ Belgian, ½ AQHA, \$1000; 16 mo. blk./wh. tobiano filly, ½ Belgian, ½ APHA, \$1500; '99 reg. spotted Draft mare, 16.2 hands, 1600 lbs., rides drives, w/blk. Percheron colt at side & bred back to same, \$7500. Ben Baggett, Mittie; (337) 639-2086.

**14 Yr. AQHA** bay geld., 15 hands, beautiful, gentle & good bloodline, breakaway, goat tying & calf roping horse, \$4000. Neil Foster, Bell City; (337) 598-2380 or (337) 302-1909.

**Rocky Mountain** saddle mare, flax mane & tail, smooth gait, gentle, anyone can ride, \$2500; QH geld. dun, 14.2 hands, 1150 lbs., beautiful, 11 yr. old riding, \$1500. Jimmy Ervin, Kenner; (504) 452-6138.

**Sassy, 19 yr.** mare, Doc Bar, King Ranch bloodlines, has asthma, great w/children, owner passed away, must sell, \$300. Vicky Hebert, Jennings; (337) 824-5784.

**Doc born** 5/98, 6 yr. geld., Doc Bar, King Ranch, Puddenhead bloodline, owner passed away, must sell, \$1200. V. Hebert, Jennings; (337) 824-5784.

**1992 AQHA** pal. granddaughter of Goodbye Sam Star, Strip & Stocking, pasture bred to a bay on of Doc Clabber, \$2500. Wayne Williams, Baton Rouge; (225) 925-1093 or (225) 205-9172.

**Reg. pb Arabians** at stud, Egyptian/Spanish bloodlines, show quality, blk., 15.2 plus hands, excel. temperament, foals to show & for sale, \$500/1-up. Donavan Stoute, Opelousas; (337) 585-2642.

### Louisiana Market Bulletin (USPS 672-600)

#### Bob Odom, Commissioner

As a public service to state residents, the Louisiana Market Bulletin offers free listings subject to existing regulations. Out-of-state residents may list Want Ads only. Ads may not exceed 25 words. The name, address and telephone number as well as the price of the item must be included with each ad. Subscription fee for the Market Bulletin is \$10.00 for a two-year subscription.

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3534, Baton Rouge, LA 70821-3534.

**13 Yr. mule geld.**, 15 hands, w/harness, single pull, 6'x12' covered wagon, w/rubber tires, brakes, \$2500. Chet Boudreaux, Bueche; (225) 627-5347.

**9 Yr. cutting mare**, Boon Bar, Chick-A-Saw Miss. breeding, used in high school rodeo, \$6000. Joe Lambert, Leonville; (337) 879-9008.

**Reg. QH's, pal.**, buckskins & paints, mares & ponies, \$800/1-up. Kent Guillory, Ville Platte; (337) 523-4146.

**AMHA miniature colts**, paint & solid colors, \$450/1-up; AMHA & AMHR miniature fillies, yrlg., \$600/1-up; miniature geld., cart broke, \$600. Darron Cunningham, Albany; (225) 567-9594.

**Mini filly**, pal. 3 mos., \$300; mini stallion, 3 yrs., red & wh. paint, \$350; (2) mares, \$200/1. Carol Petitjean, Rayne; (337) 334-9550.

**APHC mare**, 12 yrs., in foal to APHC leopard stallion, w/colored filly at side, 3/N/1, \$3000. Brian Petitjean, Rayne; (337) 334-9550.

**(5) APHA wean.** fillies, various colors, excel. color & conform., some may be homozygous, sire is homozygous & dams are tobiano, halter broke & leading, \$600/1-up. Douglas Madden, Saline; (318) 576-3570.

**(1) APHA wean.** colt, solid brown/blk. excel. conform., halter broke, leading, Risky Business & Jetalito bloodlines, \$850; APHA, 2 yr. filly, blue-roan & wh. broke, Joechief Bar & Jetalito bloodlines, \$850. D. Madden, Saline; (318) 576-3570.

**Peppy Doc Rio**, 16 yr. geld., has been shown in LHSRA for the past 2 yrs., was the girls '03 reserve cutting champ., he has a big heart, ready to show, \$8500. Daniel Bass, Ville Platte; (337) 599-2502 or (337) 789-4408.

**4 Yr. QH/Paint geld.**, 15 hands, gentle, all shots, wormed, \$600. A. Blanchard, Montegut; (985) 594-2702.

**Reg. TW geld.**, 6 yrs., racks & gaits, 16 hands, \$1500. Jasper Piazza, Plaucheville; (318) 922-3352.

**APHA blk.** tobiano filly, 15 mos., gentle, halter broke, loads, washes, pleasant to the eye, pedigree has speed, performance & show, digital pictures avail., \$2000. Wilson Landry, Jennings; (337) 824-7487 or (337) 824-4889.

**3 ½ Yr. filly**, sorrel color, green broke, \$650. Jackie Adams, Iowa; (337) 588-4242.

**APHA bay/wh.** tobiano, out of Tinky Sugar Bars & Three Bars, \$300/\$5 mare care. Heather Bertrand, Opelousas; (337) 207-3217 or (337) 826-4519.

**Reg. TW**, 7 yrs., 14 hands, anyone can ride, \$1000 obo. Nelson Cradeur, Lake Charles; (337) 582-3741.

**2/N/1 Package**, '88 AQHA sorrel mare, Bar Room Alley & Miss Royal Puddin bred, this mare is bred to APHA bay/wh. tobiano stallion, Tinky Sugar Bars & Three Bars bred, \$1800. Heather Gill, Opelousas; (337) 826-4519 or (337) 207-3217

**1987 APHA** reining producing mare, bay tobiano, by MK's Black Pepper, in foal to QTS Solid Gold, dun & wh., homozygous son of QTS Poco Streke, sire has superiors in open & amateur reining & ROM in working cow horse, \$5000. Jayne Segura, Broussard; (337) 369-9325.

**2003 APHA** bay tobiano filly, by Doc Starbuck, NRHA money earner, top ten finalist @ APHA world show, out of reining producing mare, reining, working cow horse or roping prospect, very nice, \$3500. Jayne Segura, Broussard; (337) 369-9325.

**APHA bay** tobiano filly, yrlg. show quality, good color pattern, out of cutting stock, \$1500 obo. M. Brown, Killian; (225) 695-6746.

**AQHA 5 yr.** mare, 3rd place in local show circuit in Peanut class, show quality in WP, HM, TR, SH, WR, very calm mare, solid sorrel, \$5000. T. Brown, Killian; (225) 695-6746.

**AQHA show** quality, 3 yr. filly, doing well in show ring WP, halter quality, GD kind clu., awesome head & mind, ridden by 8 yr. old, \$3500. C. Miller, Killian; (225) 695-6746.

**Miniature horses**, (10) yrlg. colts, 3-4 mos., pal. blk./wh., red/wh. paints & a solid male & female, \$200-\$450. Don Wilson, Oakdale; (318) 335-0607.

**2 ½ yr. sorrel geld.**, saddle broke, \$750; 2 yr. paint geld., saddle broke, \$750, both great riding horses. Drake Duhon, Rayne; (337) 334-9093.

**5 Yr. pal.** Welsh mare, experienced rider only, \$900; 2 yr. filly sorrel, halter broke, \$500 nego., loads easily in trailer. Curtis or Jennifer Johnson, Basile; (337) 457-1807 or (337) 230-1107.

**Thoroughbred stallion**, 3 yrs., reg. blk., very gentle, no problems, \$1400. A. Cusimano, Folsom; (985) 796-3324.

**13 Yrs., throws** 75% paint, on solid mares, been ridden on trail rides, \$2000. Loretta Williams, Creston; (318) 875-4210.

## STALLION SERVICE

**AQHA gray** stallion, own son of Smart Little Pistol & out of ½ sister to '94 NP futurity champ., She's Pretty Smooth, by Wheeling Peppy, by Peppy San Badger, \$300/\$3 mare care. Lorry Dupuy, Thibodaux; (985) 448-1212.

**8 Yr. grandson** of Puddenhead, bay, star, great disp., \$400/\$4 mare care. Jeannette Bucklin, Jackson; www.quarter-horse.com or (337) 824-1642.

**Straight Egyptians** at stud, Norus son, IBN Moniet, Farazdac Tuhotmos, Imperial Imdal grandson, \$500 introductory offer, limited breeding. Jeff Dupre, Washington; (337) 585-2642.

**2000 AQHA** sorrel stallion, out of Hesa Crazy Magic, by Streakin LaJolla, by Streakin Six, 16 hands, very muscular & lots of speed,

\$350/\$5 mare care, special consideration for proven mares. Gary Bertrand, Opelousas; (337) 207-3217 or (337) 826-4519.

**1998 Golden pal.**, 14.2 hands, wide muscular build, pro trained for cutting, Dry Doc, Doc Bar, Poco Lena, Poco Bueno, Leo & Wimpy bloodlines, \$300/\$3 mare care. Dean Gentile, Port Allen; (225) 627-9562 or (225) 234-2322.

## SHEEP & GOATS

**Percentage Boer** goats, (3) billies, 3-6 mos., \$60/1. Ricky Deshotel, Ville Platte; (337) 363-4032.

**Fb Katahdin** stock sale, rams, \$125; ewes, \$100; lambs, \$50. Charles Primeaux, Scott; (337) 873-8088.

**Fb Boer** goats & percentage goats, all ages, show wethers for fall & spring, \$200. Kent Guillory, Ville Platte; (337) 523-4146.

**Reg. fb & percentage** Boer goats, nannies, doelings & bucks, all ages, Downmen's Pipeline breeding, \$100/1-up. Greg Monier, Ville Platte; (337) 363-4000 or (337) 831-4000.

**ABGA reg.** Top Brass grandson, ready to breed, very nice, out of a paint doe, \$200. Chip or Chastity Buford, Franklin; (337) 923-0116 or (337) 397-0558.

**Nigerian dwarf/African** pygmy goat cross doe kid, born 4/29/04, \$75. Debby Sharbaugh, Ethel; (225) 683-4919.

**NDGA male** dwarf goat, horned blk./wh., 9 mos., \$150. J. Knight, Angie; (985) 848-8149.

**Tri-colored** fainting billy goat, \$100; reg. Boer billy, \$100; (3) young brush Boer goat crosses, \$40/1; big Tennessee meat goat billy, \$100. Grover O'Banion, Ponchatoula; (504) 812-0019.

**Katahdin male** or female, born ¼, \$50-\$65/1. Preston Leger, Scott; (337) 873-3646.

**Large St. Croix** ram, hair sheep, (9) bred Katahdin ewes, w/(4) lambs, \$900. Allie Johnson, Simpson; (337) 383-7777.

**Reg. USBGA** Boer goats, nannies & billies, percentages & fb, \$75/1-up. Bob Lailheugue, Holden; (225) 294-3451.

**Barbado rams**, 7 mos., \$40. Bob Holloway, Eros; (318) 249-4377.

**(3) Rams**, ½ Katahdin, ½ Barbado, raised on feed & grass, \$60/1. Edmond Doucet, Jackson; (225) 658-2209.

**Reg. Katahdin** rams, \$100. Elvin Soileau, Ville Platte; (337) 363-4094.

Questions about circulation or lost bulletins? Contact the Circulation Department at (225) 922-1268.

## SWINE

**Feeder & weanling** pigs, weaning to 200 lbs., corn fed on concrete, \$35/1-up. J. B. Richard, Scott; (337) 269-1755.

## LIVESTOCK DOGS

Only trained farm stockdogs or offspring from trained stockdogs are eligible to be advertised. Include dog's breeding and special training or ability that qualifies it as a stockdog. A signed statement must accompany each notice indicating these facts before the ad can be published.

**ABCA reg.** border collies, 5 mos., \$200. Bob Holloway, Eros; (318) 249-4377.

**(3) Female beagles**, reg., w/papers, 9 mos., running, \$150/1. Billy Allen, Sr., Jackson; (225) 634-7259.

**AKC reg.** female blk. lab, 13 mos., does retrieve, started dog, could be ready for '04 hunting season, \$300. Ricky Shirley, Jena; (318) 992-6180.

**Anatolian shepherd** pups, great, short haired, livestock guard dogs, pups are born & being raised in the pasture w/goats, born 6/11/04, will fend off & kill coyotes, \$450/1. S. Andrus, Eunice; (337) 457-5102.

**(2) Great Pyrenees** mix pups, 8 mos., been w/goats for 5 mos., (1) female, (1) male, \$100/1; females Australian shepherd pup, born last Dec., no papers, blk./tan, \$100. Chip or Chastity Buford, Franklin; (985) 397-0558.

**Champ. bred** border collie pups, sire Mack '02 world champ. cowdog, WCDA-St, dam '03 open reserve champ. cowdog, GCSA, '02 pro-nov. reserve champ. cowdog, GCSA, born 6/27, \$500/1; or Mack at stud, \$350. Mickey Thibodeaux, Greenwell Springs; (225) 261-3886.

**Reg. border** collie pups, born 2/26/04, from strong working parents, \$150. Elvin Soileau, Ville Platte; (337) 363-4094.

**Trained cow** dogs, yellow blk. mouth & brindles proven mother & daddy at place, will demonstrate, work hogs or cattle, lots of go & hunt, \$400/1; pups, \$100. Lawrence Fontenot, Reeves; (337) 666-2798.

## DOMESTIC BIRDS & EQUIPMENT

**Breeder male** cockatiels, split to yellow face, \$25/1 or \$100/5; new nest boxes, parakeet & lovebird, \$4/1; cockatiel boxes, \$5/1, have many of each breeder cages, made w/1"x1/2" welded wire. Aaron Fuselier, Mamou; (337) 457-5667.

**Cockatiels**, \$20-\$25/1; assorted cockatiels, nest boxes, water bottles & reed bowls, hf Quaker dusky, nanday, blue-crown conures & cockatiels, \$35-\$275. E. Cenac, Houma; (985) 853-2328.

**Blue & gold**, green-winged & scarlet macaws, \$1600-\$2000/pr.; yellow-nape & yellow-crown Amazons, \$800-\$1000/pr. Al Cormier, Rayne; (337) 873-2111.

**Ringneck dove** normals & wh., \$7.5-\$10/1; proven mated prs., \$20 & \$30/pr., will ship. Thomas Rowell, Crowley; (337) 783-5729.

**Breeder cockatiels**, \$20/1, will make package deal. Mona Settoon, White Castle; (225) 545-8827.

**Ringneck doves**, singles, \$5/1; proven prs., \$15/pr. Gervin Miller, Church Point; (337) 684-2833.

**Yellow & gray** cockatiel, w/heavy-duty cage & nesting box, \$50. Bernard Darbonne, Pollock; (318) 765-9415.

**(2) Prs. Dusky** conures, \$450/pr. or trade for Congo gray male; (1) male sun conure, \$300. Charles Legaux, Edgard; (985) 497-3264.

**Cockatiels**, hf & breeder age, grays, pieds, pearls, cinn., lutinos, albinos, wh. face & most combinations, all seamless banded, certificates included., \$30/1-up. Samantha Ivy, Morgan City; (985) 631-3498.

**Orange-face** lovebirds, \$25-\$60/1; breeder age lovebirds, \$20-\$50/1, free nest boxes, quantity discounts avail. Dale Landry, Painscourtville; (985) 369-6952.

**Canaries**, from award winning line, gloster, \$60/1; opal, \$60/1; bronze, \$65/1; red factor, \$65/1. Carlos Ambrogio, Houma; (985) 868-3648.

**Lovebirds**, \$20/1-up; young breeder cockatiels, \$35/1-up. Warren Oubre, Lutchet; paw6838@bellsouth.net or (225) 869-3656.

**(40) Pr. Proven** Quaker breeders, \$150/pr.; babies, on 3 feedings per day, \$65/1-up. Clarence Brister, Princeton; (318) 949-2909.

**Baby parakeets**, fancy colors, cross English & American parakeets, bring your own cage, \$5/1, by doz.; \$7.5/1, less than doz., no checks. Joseph Hains, Jr., New Orleans; (504) 241-0245.

**Cockatiels, breeders** & young, \$15-\$60/1; albino & lutino masked lovebirds, \$150/pr; (6) prs. lutino fischers, \$150/pr.; peach-face, \$25-\$60/pr. Billy Lodrigue, Berwick; (985) 385-4015.

**Finches, societies**, zebras, several mutations & Gouldians, \$6/1-up. Terry Perez, Cut Off; (985) 665-3902.

**Parakeets**, \$8/1; lovebirds, \$25/1-up; cockatiels, \$25-\$50/1. Evelyn Husser, Amite; (985) 748-6833.

**Hf RS eclectus** babies, not weaned, \$500; hf large scarlet macaw baby, not weaned, \$850. Mike Dugas, Plattenville; (985) 369-2730.

**Canaries** for sale, \$50/1. Charles Cupit, Bossier City; (318) 746-8494.

**Proven pr.** cockatiels, normal male, split to pearl, cinn. pearl hen, \$40. Mark Matthews, Prairieville; (225) 622-2314.



## POULTRY, FOWL & EGGS

**2004 Hatched** B.B. reds, wheaton & blk. old English game bantams, \$25/pr. Hugh Junca, Franklin; (337) 923-7223.

**2'x2'x8' Brooder**, w/thermostat for chicks & more, very nice, home made, \$100. Dickie Sherman, Crowley; (337) 788-0240 or (337) 250-0492.

**Pb bantams**, grown & laying, \$5/1; baby guineas, \$2/1; baby bantam chicks, \$1.5/1. grown turkeys, \$15/1 or \$12.5/2 or more. W. Lee Wise, Saline; (318) 576-3220.

**Pharaoh, golden** Manchurian & wh. quails, newly hatched to grown, 35¢-\$1.5/1; eggs, 15¢; live, \$18/doz.; dressed, \$24/doz. Harry Ardoin, Ville Platte; (337) 363-7176 or (337) 360-2896.

**Auto egg** turner, Little Giant incubator, (2) different size egg cups, used 1x, \$50. R. J. Seibert, Braithwaite, (504) 421-4044.

**Wh.-face** tree ducks, \$100/pr.; ring teal, \$40/pr.; crele OE bantams, \$20/pr. Mark Matthews, Prairieville; (225) 622-2314.

**Chukar birds**, 1-day old, 90¢/1; adult, \$6/1; adult eastern turkeys, brown & solid wh., \$30/1. Mary Theriot, Raceland; (985) 537-7068.

**English caller** ducks, '04 hatch, \$7/1; midget English caller ducks, \$20/1. Joe Joseph, Iota; (337) 824-5165.

**(6) Flying mallards**, (3) regular color, (1) drake, \$6/1; (1) male bar-head goose, \$60. Kenneth Fontenot, Roanoke; (337) 247-2240.

**Chickens**, large breed, day old & up, \$1.85-\$2.25/1. A. Boyd, Dubach; (318) 255-4699.

**Bobwhite quail** eggs, Georgia giant eggs, \$30/100; slaughter birds, \$3.5/1. Preston Mire, Crowley; (337) 783-6635.

**(20-25) Bobwhite** quail, \$3/1 or \$2.5/1 if all taken. Paul Touchet, Church Point; (337) 684-0126.

**Guineas**, (3) different age groups, at place, \$3, \$4 & \$5/1. Milton Allen, Denham Springs; (225) 665-7606.

**Guineas**, born early May, \$7/1. James Landry, Erath; (337) 937-6423.

**Hens, pullets**, roosters & fryers, \$5-\$9/1; wh. Peking, \$9/1; assorted full-grown geese, Chinese, Toulouse, wh. Embden, beginning to lay, \$30/pr.; bantams, \$5/1. Wilbur Leger, Rayne; (337) 334-4949.

**Young mallard** ducks, young Peking ducks, \$5/1; young blk. sex-link pullets & young red production red pullets, \$4/1. Nolan Moran, Folsom; (985) 796-8369.

**Bantam call** ducks, \$40/pr.; wood ducks, \$40/pr.; silver pheasants, \$45/pr.; keiso, hatch & grays, \$10/1-up. Mike Henry, Morse; (337) 652-4589.

**Barred rock** hens, 2 mos., \$3; hens, 3 1/2 mos., \$4/1; wh. rock, 2 mos., hens & roosters, \$3/1; any size roosters, from 1-7 lbs. Franklin Lidberg, Baton Rouge; (225) 274-9697.

**Wh. swans**, \$200/1; blk. swans, \$150/1. Bill Albers, Baton Rouge; (225) 766-0370.

**English call** ducks, grays, won 1st place at the Rapides Parish fair in '02, & 2nd place in '03, \$25/pr. D. Gunter, Lecompte; medicine-man9@hotmail.com or (318) 776-9235.

**Philby partridge**, \$35/pr.; Barbary partridge, \$20/pr.; gray jungle fowl, \$65/pr.; green touvalos, \$350/1; Malay chickens, \$25-\$35/pr.; (20) varieties of pheasants, \$25/pr. & up. Kelly McMullan, Princeton; (318) 949-2294.

**Incubator**, \$400; brooder, \$100. Lolan Harrington, Abbeville; (337) 937-6283 or (337) 251-1848.

## PIGEONS

**Arc Angels**, mookees, doneks & pheasant pigeons, \$5/1; frill backs, reverse wing pouters, \$20/pr. Floyd LeBouef, Church Point; (337) 684-2251.

**Oriental frills**, bluettes & red satinettes, \$10/1. Mark Matthews, Prairieville; (225) 622-2314.

**Homer & roller** crossed, \$3/1. D. Marceaux, Jennings; (337) 824-4075.

**Special blend** of show king, mondaine & Texas Pioneers, young prs., \$15/pr.; squabs, \$5/1. Victor Dugas, St. Martinville; Potier@aol.com (337) 845-9976.

**American fantails** & mookees, show stock, \$10/1 will consider trade for other birds. Ron Costa, Bush; (985) 886-9886.

**Pheasant pigeons**, \$5/1; proven prs., \$20/pr. Gervin Miller, Church Point; (337) 684-2833.

**Texas pioneer** pigeons, all sizes, \$25/pr. Ronnie Hammon, Kentwood; (985) 229-8606 or (985) 229-8585.

## RABBITS & EQUIPMENT

**Silver martens**, all colors, pb stock, w/pedigrees, show quality stock, \$30/1-up; excel. meat production stock, Jr. bucks & does, mix breed, \$6/1-up. R. J. Richard, Church Point; (337) 257-0118.

**Mini lop**, agouti color, male only, satin, all born 5/04, \$10/1. Richard Smith, Alexandria; (318) 487-4637.

**Champagne d'Argent** rabbits, 3 yrs., male, \$20; female, \$20. Candy Foster, Bush; (985) 892-3881.

**Netherland dwarf**, Holland lop, mini rex, Jersey Wooly bunnies & breeders, all from show stock, \$10-\$20/1; cages, \$5/1-hole. Carol Petitjean, Rayne; (337) 334-9550.

**Calif. buck** & (3) does, 5 1/2 mos., good quality, \$12/1. Nick Mouton, Rayne; (337) 873-4179.

## DEER & EXOTICS

**Rocky Mountain** elk male & female, 2-5 yrs., \$600/1-up. Ivan Edwards, Jr., Ringgold; (318) 894-9586.

## RATITES

**(4) Pr. Ostrich**, great layers, selling in prs. only, \$1000/pr. Rodney McKinney, Port Allen; (225) 627-5197.

## BEES/HONEY

**Wanted:** (1) honey extractor. James Gauthier, Hessmer; (318) 563-8482.

## AQUACULTURE & EQUIPMENT

**Heavy-duty** wire catfish traps, 4' & 5' long, \$20/1. Ricky Shirley, Jena; (318) 992-6180.

**Aluminum crawfish** boat, 14'x5', 16 hp Briggs & Stratton engine, front/rear drive, top bagging tray, ready to use, \$6000. Steve Alexander, Jennings; (337) 824-7427.

**Clean seed** rice for crawfish, front foundation ecrevisse, not cert., bin rice, \$30/100 lbs. Arnold Natali, Iowa; (337) 582-3526.

## RURAL PROPERTIES

Must offer ten (10) or more adjoining acres of land located in Louisiana. Farmland ads MUST include accompaniments (house, barn, hay field, garden, and what the land is best suited for). Proof of ownership may be required. All ads MUST be accompanied by the following owner-signed statement: "This property is personally owned by me and is not offered for sale by a licensed real estate dealer, broker or salesman."

**103 Acres**, w/4 bedrooms, 2 bath brick home, new metal roof, dbl. carport, utility room, (3) barns, (2) ponds, hay meadow & marketable timber, \$240,000. Marguerite Lovelady, Zwolle; (318) 645-9591.

**Washington Parish**, 49 acres, all cleared, fenced, good cattle ground, barns, pond and 2 bedroom trailer, \$230,000. Sal Mistretta, Ponchatoula; (504) 559-4390.

## FARM SERVICES

**Horse or mule** breaking & training, ride, work to wagon, roping, barrels, etc. Jim or Loretta Williams, Creston; (318) 875-4210.

**Protect your** investment & your friend, freeze branding now avail., ID that is humane & visible year round, \$45. Kim Ballard, Cade; (337) 344-3171.

**Triple J Livestock** supplies & services, livestock handling equip., fencing, watering, feeding supplies, show supplies, livestock hauling, trac. work. Celia Juneau, Hessmer; (318) 563-8478.

**Horse & mule** low impact logging, does not leave the mess that big machinery leaves for those smaller jobs; horse breaking & training break to ride, work to wagon, barrels, roping etc. Loretta Williams, Creston; (318) 875-4210.

**Machine pecan** harvesting & cleanup, 14 yrs. exp. Mike Montgomery, Bossier City; (318) 347-2056 or (318) 746-3740.

## SEEDS, FLOWERS & ORNAMENTALS

**Pine straw**, machine baled premium quality mulch, clean, \$4/bale at barn. Bruce Wallis, New Orleans; (504) 483-7775.

**Seeds, birdhouse** & dipper gourd, cushaw green stripe, \$1.50/30 seeds. James A. Robin, 4017 Hwy 357, Opelousas, LA 70570; (337) 407-0188.

**Job's tear**, birdseye pepper, bi-color confederate rose, variegated 4 o'clocks, dark red Texas star, light, medium & dark pink hibiscus, bush fancy red cherries, \$1.50/packet., with SASE. Morris Collura, 3237 Louisiana Ave., Lake Charles, LA 70601.

**Pink Jack** bean, loofa gourd, Job's tears, loquat plum, cassia coral tree, passion vine, maypop, mimosa, Texas red star, morning glory bush, \$1/pkt., w/SASE. E.L. Duplessis, 17641 Cline Drive, Maurepas, LA 70449.

**Big blue** Liriope, 1-gal., 85¢/1; green liriope, 1-gal., 85¢/1. Memphis Johnson, Glenmora; (318) 634-5174.

**Pumeria, 24"** tall, 1-2-gal. pot, \$10; wh. bird of paradise, 36" tall, \$15/1; sago palm, 3-gal., \$10/1; nuda bamboo, 2-gal., \$15/1; seedling dendrocalamus strictus bamboo, 1-gal., \$15/1. Sunny Daigle, Lake Charles; sunrapa29@aol.com or (337) 598-2072 or (337) 540-2416.

**Wanted:** used nursery pots, near Gonzales, reasonably priced. Sharkey Chaney, Gonzales; (225) 673-3884.

## TREES & FRUITING VINES

**Celeste & brown** turkey fig; Japanese yew, 4' & 5', \$5/3-gal; Japanese plum, \$5/1; jelly plum, \$8/3-gal.; Chinese fan palm, \$10/3-gal.; monkey grass & red amaryllis, \$1/3-qt. James Stelly, Eunice; (337) 457-4528.

**Fig trees**, 2 yrs., \$9.50/2-gal.; 3

ysr., \$12.50/3-gal., at place, 10 varieties, SASE for list. Betty Robin, 4017 Hwy 357, Opelousas, LA 70570; (337) 407-0188.

**Fancy red bush** cherry, seedlings, \$15/5; lily of the Nile, \$5/1; pink hidden ginger, \$5/1; Hawaiian orchid, pink, \$4/1. Morris Collura, 3237 Louisiana Ave., Lake Charles, LA 70601; (337) 478-7075.

**Candy, Elliott**, Oconee, Sumner Forkert pecan trees, \$12/1-up; fuya persimmon, LSU purple fig, native mayhaw, \$10/1; river birch, oaks, \$8/1, all in 3-gal. containers. Bill Young, DeQuincy; (337) 786-8109.

**Chinese parasol**, large leaf, grows to 30', used for shade at Audubon zoo, fast growing, \$5/1 in gal. pots, at place. Laura Dovalina, Metairie; (504) 831-2833.

## FRUITS & VEGETABLES

**Shallots**, clean, LSU, approx. 50 lbs., \$3/1b. Treace Smith, Denham Springs; (225) 664-3227.

## HAY & GRAIN

**Bermuda hay**, 5x5 1/2 rd. bales, fert. & cured w/o rain, \$20/1; '03 5x6 grass hay, \$15/1 will load. James Leger, Eunice; (337) 207-5895.

**2004 Bahia & Jiggs** Bermuda, 4x6 rd. bales, \$20/1 for Bahia; \$30/1 for Jiggs, del. \$5/1. Donald Crawford, Broussard; (337) 989-9675.

**2004 Quality** Jiggs Bermuda, in field, \$3/bale, in barn; \$3.5-\$4/bale; \$4-\$4.5, delivered but not unloaded. Don Bernard, Broussard; (337) 989-9675.

**High quality** Bermuda racehorse hay, sq. bales, \$3-\$4/1; rd. bales, \$20-\$40/1, Milton area. Joe Duhon, Lafayette; (337) 856-4266 or (337) 230-7273.

**Bermuda & chicken** litter, fert. (230) 4x4 rd. bales, \$15/1. Joshua Peterson, Jonesboro; (318) 395-2837 or (318) 278-1043.

**Alicia Bermuda** hay, sq. bales, \$4/1, you load. Rod McKinney, Port Allen; (225) 627-5197.

**Kansas Alfalfa** hay, horse quality, \$7.5/1 or \$7/1 for (50) bales or more, will deliver (500) bales or more, you unload. Ivan Edwards, Sr., Ringgold; (318) 894-9586.

**Bahia grass** hay, 4x6 rolls, good quality, \$20/1. Mike Timmons, Sarepta; (318) 847-4271.

**Fert. Bahia**, Alicia, 4x5 rd. bales, conditioned, cut & cured, '03, \$16/1; '04, \$20/1. C. M. Duplechian, Jennings; (337) 824-2989.

**Bahia hay**, 6x5 rd. bales, in field, \$20; in barn, \$25/1. Mike Patanella, Independence; (985) 878-9765 or (985) 687-5030.



**Fert. Bahia** rd. bales, in field, \$20/1; sq. bales, \$2.5/1, located at DeRidder airport. Floyd Stark, Merryville; (337) 825-6054 or (337) 462-5574

**Bahia, Dallis**, Bermuda, quality 4x5 rd. bales, JD baled, 1100+ lbs., \$18/1. Walter Lemoine, Marksville; (318) 253-7939.

**Argentine Bahia**, good for horses and cattle, 4x4 rd. bales, \$17/1 or \$16 each/100 bales; sq. bales, \$3/1, in field, \$3.50/1, in barn. Richard Reed, Independence; (985) 878-2330.

**2003 Alicia** Bahia 4x5 rd. bales, in barn, \$30/1; cattle mixed grass, \$15/1. Brandy Cella, Bush; (985) 892-0240.

**Alicia Bermuda** sq. bales, limed & fert., \$3/1. Kyle Doucet, Washington; (337) 826-3542 or (337) 789-6591.

**Oats, '04 crop**, cup weight of 36 lbs., \$6.5/100. Darrell Walker, Jennings; (337) 734-3132.

**Rd. rolls** of Russell Bermuda grass & rolls of Alicia Bermuda grass, 5x5 rolls, \$20/1. Douglas Madden, Saline; (318) 576-3570.

**2004 Jiggs** Bermuda, limed & fert., in barn, \$3.75/1 discounts for 50 or more bales. Keith Cahanin, Rayne; (337) 873-6607.



**Ford 8700**, 115 hp, w/canopy, front-end loader, w/spear, all new tires, approx. 4000 hrs., very clean, \$11,500. Joe Ainsworth, Georgetown; (318) 827-9457.

**Ford 5000** trac., good cond., \$5000; Gehl 1400 rd. baler, good cond., \$2000. Sal Mistretta, Ponchatoula; (504) 559-4390.

**Kubota trac.**, 25 hp, 4 wd, w/front-end loader & 5' grooming deck, \$9200. Jody Gott, New Iberia; (337) 364-6538.

**Vermeer 605-G** baler, 5x6, field ready, manual elec. tie, \$3500. Nelson Richard, Rayne; (337) 334-4138.

**2003 Kubota** L3830 trac., 175 hrs., w/hydrostatic trans, front-end loader included, brand new, \$18,750. Cecil Bordelon, Mansura; (318) 964-2191 or (504) 329-3225.

**JD 516 rotary** cutter, used 16 hrs., like new, w/safety chain, \$900; bush hog hole digger model 2102, used (1) time, w/6", 9" & 18" augers, \$1000; First Choice rotary tiller, model RT004-60, used 30 min., \$1000. Jerry Melancon, Bush; (985) 264-3720.

**(2) JD 4-row** pick-up discs, \$800/1; 4-row granular insecticide applicator, 3 pt. hitch, transport wheels, new, \$450; (2) 20.8-38 R2 trac. tires, 70% rubber, \$600/both. Ricky Juneau, Hessmer; (318) 563-8478.

**4020 JD trac.**, standard trans, new tires, good shape, field ready, \$8200. Jim Hebert, Eunice; (337) 432-5104.

**M & F rice** cart, 140 bu, \$5500. R.J. Frey, Iota; (337) 457-2756 or

(337) 207-0993.

**Vermeer 605G** 5x6 rd. hay baler, field ready, manual elec. tie, \$3000. Floyd Crochet, Montegut; (985) 594-2555.

**5' Kubota brand** finishing mower, for parts, \$50. C. Clement, Bunkie; (318) 346-9172.

**Ford 600 trac.**, good cond., good tires, w/new box blade & harrow, gas engine, \$3650. James Brown, Opelousas; (337) 363-1824.

**JD heavy-duty**, 12' disc, \$600; 3 pt. hitch forklift for rd. hay lifts, 12', \$400. Ricky Shirley, Jena; (318) 992-6180.

**JD 6620**, 18' platform, good cond., 1 owner, cut '03 rice crop, \$3500. Ted Savant, Kinder; (337) 738-5818.

**7' Shredder**, pull-type, \$425. Lemuel Ducote, Plaquemine; (318) 922-3833.

**Prime 8319** cane cult., excel. cond., \$5000. William Gayle, Lake Charles; (337) 478-3563.

**1999 Ford** 3930 diesel trac., w/front-end loader, remote hyd., bush hog & box blade, excel. cond., \$16,000. Ronnie Guidroz, Iowa; (337) 478-6955.

**3'x7' Drag** harrow, built w/2 3/8" pipe frame, on 3 pt. hitch, 5" teeth on bottom, good for pens, arenas & dirt, \$250. Larry Duhon, Kaplan; (337) 652-6200.

**1990 MF** 1010 trac., turf tires, 4' grooming mower, 4' box blade, \$6000. Randy Fontenot, Sunset; (337) 662-1136 or (337) 237-7675.

**Pepper/cuke** grading machine, \$800 obo; 21' field cultivator, \$1200; 300-gal. spray water tank, \$300 obo; sprinkler pipe, 2", 30' long, 90¢/ft. Mike Patanella, Independence; (985) 687-5030.

**New in box**, flex pans for 218 JD header, \$250. J. Chatelain, Marksville; (318) 253-9100.

**W & A 8-row** hipper, w/Orthman row markers, \$2600; Taylorway 8-row cult., w/fenders, \$1500; Bridger planter, 8-row w/row markers, \$1200. Bobby Denton, Jena; (318) 992-4504.

**IH Farmall** 140 row markers, middle buster, box blade & more, good running shape. Billy Allen, Sr., Jackson; (225) 634-7259.

**Super swamper** tires or 12" rims, (2) 25x9.5 & (2) 26x12:00, like new, for 4 wd, 4-wheeler, \$250/all. J. W. Wills, Elm Grove; (318) 747-0079.

**4-wheel rake** w/3 pt. hitch, \$250. Marvin Carter, Pineville; (318) 442-1717.

**JD 3020**, new clutch, (2) new rice & cane tires on back, rebuilt fuel pump w/ditching blade & cyl., real good, field ready, \$6500. Chris Douget, Ville Platte; (337) 363-6763.

**Int. 674 trac.**, 65 hp, p/s, diesel, dual remotes, hyd. ditching blade, good rubber, runs great, needs paint, \$4600. Milburn Noel, Arnaudville; (337) 945-6015.

**1970 Ford** 2000 gas, excel. cond., \$3850 cash. Stanley Hayes, Grand Cane; (318) 858-3659.

**Case Int. 495**, 43 PTO hp, 1987 hrs., '94 model, new paint, excel. cond., \$9500. Dean Burns, DeRidder; (337) 463-9356.

**8' Brillion cultipacker**, 2-rollers, kept in barn, \$500; Bowie pecan tree shaker, model 6200, \$700. L. R. Cooper, Boyce; (318) 443-1987.

**JD 644B** wheel loader, w/forks, \$15,000; Kawasaki 65Z wheel loader, w/G.P. bucket, \$17,000. Gary Cashio, St. Amant; (225) 675-6779 or (225) 933-7583.

**Yanmar trac.**, 1500, finish mower, bush cutter, box blade package, \$2500; '50 JD model B, \$1500. M. C. Cannon, Sulphur; (337) 528-3630.

**1986 Ford** 5600, 60 hp trac., 4 cyl., new battery & rear tires, w/6' shredder, good cond., must see, \$7500. Joey Ducote, Ville Platte; (337) 461-2586 or (318) 201-7353.

**Woods RM** 990 finishing mower, '02, very good cond., paid \$3355, selling for \$1800. Bill Moore, Hammond; (985) 429-9288 or (985) 969-9288.

**M 5400 Kubota**, 2-wheel dr., w/grill guard, & underneath muffler, 850 easy hrs., very good cond., \$14,000. Roy Riddle, Baker; (225) 775-1146.

**Row choppers**, dbl. set, big rows, 5', w/fertilizer box, \$200. Dale Delahousaye, St. Martinville; (337) 394-1848.

**400A Belarus** trac., needs PTO clutch, 5' bush hog, rebuilt gearbox & 5' box blade, \$1800/all. Marvin Borne, Bush; (985) 886-9856.

**MF 255 diesel** trac., 55 hp, runs well, \$6500; 1-row cult., hooks to 3 pt. hitch, \$200/1. Ernest Webb, Choudrant; (318) 768-2685.

**JD 4020**, w/side ditching plow, 90 hp, new paint, seat, battery, radiator, tie-end rods, tack & volt regulator, 200 hrs. on clutch, runs great, \$9000. Harold Landreneau, Eunice; (337) 457-0505.

**Bush hog**, 5' Land Pride model 1560, excel. cond., \$450. Tom Kopfler, Amite; (985) 747-2163.

**(2) Farmall cub** trac., w/belly mowers, (1) running, (1) not, \$2200 both. Jerry Seal, Westlake; (337) 436-4765.

**IH 274 offset**, '83, 363 hrs. original hrs., mint cond., excel. paint, barn kept, w/extra crop tools, \$8000. Chuck Methvien, Holden; (985) 507-5589 or (225) 567-3317.

**Yellow & wh.** Cub w/Woods belly mower, \$2100. Skeet Cooper, Jena; (318) 992-2206.

**601 Ford trac.**, w/5' bush hog, new motor, fan water pump, radiator, tires & seat, everything in excel. cond., \$4000. Lela Rodriguez, Melville; (337) 623-5333.

**Int. Farmall** model M trac., has live PTO, good cond., \$2000. Vic Sciortino, Hammond; (225) 567-3242.

**JD combine**, 4400, a/c, ready for field, \$3000. Thomas Ortolano, Evergreen; (318) 346-4303.

**Case Int. 8440** rd. hay baler, \$2500; 9' Int. side del. hay rake, \$350. John Ritchie, St. Francisville; (225) 635-4704 or (225) 635-2207.

**(1) JD model** 10-A corn grinder, mounted w/3 pt. hitch, w/PTO drive, \$500. Dawn Rivet, Gonzales; (225) 644-0321.

**NH 275 sq.** hay baler, \$600; Vicon 3 pt. hitch hay rake, \$250; New Idea corn picker, \$750, farm wagon, \$500. Jerry Tanner, St. Francisville; (225) 635-2207 or (225) 635-4704.

**Bionic type** grader blades, new, 5', \$599; 6', \$699; 7', \$799; commercial, 7', \$1250. Mike Passman, Amite; (985) 748-5094.

**JD 446 rd.** baler, baled only 400 bales, \$11,500; JD 2950, cab, air, loader, needs repair, \$13,500; D-7 Cat, winch, KG blade, hyd. blade, \$27,500; '02 TL90 Ford, cab, air, loader, 4x4, 85 hp, 250 hrs., new cond., \$32,500. Buddy Lucky, Bossier City; (318) 453-5685.

**Int. 5120**, loader, 80 hp, nice, \$16,500; JD 1050 & 5' bush hog, box blade, 1 owner, 1380 hrs., excel. cond., \$8850; Hitachi 270ES, excavator, excel. cond., \$58,000. B. Lucky, Bossier City; (318) 453-5685.

**Gravely model** 566, w/ sulky, \$750. U.J. Rodrigue, Jr., LaPlace; (985) 652-3687.

**NH 275 sq.** baler, 3 pt. PTO, \$2750; 950 JD diesel, \$3850; NH 5610S, '99 model, 66 hp, \$12,000; IH 384 diesel, p/s, \$3650; IH 234 diesel, \$2500. F. Coldiron, Jonesville; (318) 339-7876.

**1086 c/a trac.**, \$5200; 1086 IH 4 post, \$4800; 1466 IH 2 post, diesel, \$3200; IH 385 diesel, ROPS, p/s, \$2695; IH 284 diesel, ROPS, 700 hrs., \$4000; Ford 1500, diesel, wide front, \$2350. J. Coldiron, Jonesville; (318) 729-3441.

**NH 848 rd.** baler, elec., \$3800; NH 256 roller bar rake, \$595; NH 162, 17' tedder, \$1650; JD 8' disc mower, \$2500; 5' bush hog, \$275; JD 110, 13' tandem disc, \$800; NH 1044 120 bale wagon, \$4000. R. Coldiron, Jonesville; (318) 339-7876.

**Like new** FX 20 Yanmar trac., w/new front-end loader, power shift, 3 cyl., 27 hp, \$8000 nego. Dustin Sherman, Crowley; (337) 788-0240 or (337) 250-0492.

**YM 2210** Yanmar trac., like new, 30 hrs., w/tools, \$4250. Dickie Sherman, Crowley; (337) 788-0240 or (337) 250-0492.

**(4) Turf tires**, (2) back tires 13.6-16, (2) 29x12-15 on universal rims for front, \$400/all or trade. Alice Sherman, Crowley; (337) 788-0240.

**Farmall Super "C"** w/60" Woods belly mower, plus extra parts trac., excel. cond., rebuilt engine, 12 volt, \$2500. Bob Holloway, Eros; (318) 249-4377.

**Oliver 1850** diesel trac., heavy-duty cut-a-way chopper, Side Winder, 7 1/2', in shed, all in good cond., \$5000/both, will not sell separately. Elvin Lafleur, Ville Platte; (337) 363-2079.

**Yanmar, 20 hp**, 2 cyl. diesel, completely rebuilt, great shape, \$3100; Kubota, 20 hp, 3 cyl. diesel, late model, completely rebuilt, like new model, \$3800. Burney Young, Church Point; (337) 684-9847.

**(2) Firestone guide**, 6-ply, 7:50-18 front trac. tires, w/tubes, all excel. cond., \$100. Herman Fontenot, Mittie; (337) 328-8607 or (318) 634-7340.

**Super "A"** Farmall trac., w/garden tools, \$1500. M. D. Butler,

Pineville; (318) 445-2736.

**JD 6600** combine, good cond., \$2500; (2) grain carts, 250 bu., \$350/1; JD 9920 cotton picker, \$2000; JD 7-row busters, long shank, \$1000. Roy Boone, Lecompte; (318) 776-5227.

**Styled JD B**, serial #25 363, runs good, fair tires & sheet metal, \$2000. Shawna Harper, Sieper; (318) 793-4285.

**5' Finishing mower**, works underneath trac., w/3 pt. hookup, \$350 or trade for 5' bush hog. Allie Johnson, Simpson; (337) 383-7777.

**Shop made** 1-row planter, 3 pt. hookup, \$150. Sidney Mock, West Monroe; (318) 325-3049.

**1987 225** Cat excavator, 45' long reach boom & short boom, 40" pads, (2) buckets, very good cond., clean & painted, \$27,000. Larry Prestenbach, Houma; (985) 868-9019.

**Wanted:** PTO driven 4' finishing mower, 3 pt. hitch. Terril Dugas, St. Martinville; (337) 394-9718.

**Wanted:** tires, 11.2-38. Shawna Harper, Sieper; (318) 793-4285.

**Wanted:** used trac. tires, rear, 14.9x28 or 16.9x28, must be in reasonable cond. & reasonably priced. Donald Sonnier, New Iberia; (337) 364-3825.

**Wanted:** 12 volt or 110 volt diesel fuel transfer pump to put fuel in trac. Dickie Sherman, Crowley; (337) 788-0240 or (337) 250-0492.

**Wanted:** (2) 18.4x30 tires, 8'10" 3 pt. hitch choppers. Greg Doucet, Opelousas; (337) 948-3500.

**Wanted:** 12' bucket for backhoe, prefer JD but will adapt other brands. Frankie Knight, Bentley; (318) 899-5596 or (318) 446-2447.

**Wanted:** 8' or 10' pasture punch or aerator. Brenda Gray, DeRidder; (337) 328-8244.

**Wanted:** sickle mower, in good working cond., preferably NH 451 or JD 350. Ken Lyon, Scott; (337) 849-8907.

**Wanted:** NH. baler, model 849, needed for parts. Robert Poe, West Monroe; (318) 249-4393.

**Wanted:** hay cutter, good used 900 or 1900 series bush hog disc hay cutter. Wilbur Littleton, West Monroe; (800) 922-1802.

**Wanted:** 450 Case dozers, any shape, whole or in parts. P.R. Kratz, Krotz Springs; (337) 566-3511.



**(4) 2003 Chevy** Silverado truck tires & rims, w/6-holes, Goodyear P245/75R16 tires, in good shape, \$500. Dickie Sherman, Crowley; (337) 788-0240 or (337) 250-0492.

**1994 Ford-250** LWB, w/5 spd. trans., cold a/c, great rubber & overall cond., good work truck, \$3800 nego. U. L. Bordelon, Mansura; (318) 253-5190.



**1985 Freightliner**, Cat engine, 9 spd., wet kit for dump trailer, \$5200; '88 GMC 4x4, great farm truck, 350-V8, auto, has lots of new parts, \$1500. Rogery Byone, Cloutierville; (318) 379-0147.

**2002 Sierra** GMC, V8, auto, towing, extra leaf in spring, 255 x 70-16 tires, 53,000 miles, bed liner & rails, \$11,900. Martin Bailey, Ville Platte; (337) 599-2865.

**Tulsa winch**, 10-ton, \$150; 5th wheel, \$75; 1-ton rear end, Ford, 4 rims & tires, \$125/all; tires 11R-22.5 rims, open, \$50/1; 1000x20 open rims & tires, \$50/1. Robert Gravois, Thibodaux; (985) 633-9242.

**1992 ¾-ton** truck rear end, like new, 373 gear ratio, came off Chevy, complete w/brake drums & cables, \$675. Ed Durr, Jr., Amite; (985) 748-5556.

**1989 Heavy-duty** Chevrolet 1-ton, w/9' flatbed, \$2800. Alvin Berry, Grayson; (318) 649-5021.

**1996 Chevy** 2500 ext. cab, 5.7 Vortec, auto, tilt, cruise, cass., a/c, tint windows, Rhino bedliner, gooseneck hitch, trailer, brake, receiver hitch, 183K, all highway miles, very little pulling, \$7000. J. Cormier, Morrow; (318) 939-2287.

**1991 Dodge** Ram 250, 4 wd, auto, a/c, p/s, power brakes, special heavy-duty trailer hitch, AM/FM stereo, new tires, looks good, runs like new, \$4500. Bernard Darbonne, Pollock; (318) 765-9415.

**1993 Chevy** dually, 78,500 miles, 5.9L gas, 5 spd. tranny, too many extra to list, \$6000. Jack Aaron, Jackson; (225) 634-7529.

**1991 Pete**, 430 hp, 9 spd., alum. 24.5 63" sleeper-cane haul, special, \$8500. Ray Gremillion, Zachary; (225) 654-0616 or (225) 939-5711.

**1992 Ford** ¾-ton, 4x4, extra cab, extra clean, mechanic box, 225,000 miles, \$4950 or trade; '02 Suburban, Southern Comfort package, 29,000 miles, mint cond., \$29,850 will trade. Buddy Lucky, Bossier City; (318) 453-7688.

**10,000 lb. PTO** winch, \$250; lift gate for 1-ton truck, \$200; 8'x12' flatbed, w/removeable sides on 1-ton, \$200. Ronald Delk, Walker; (225) 665-5678.

**1977 Ford** 1-ton V8, w/8'x12' flatbed, w/removeable sides & lift gate, \$895. R. Delk, Walker; (225) 665-5678.

**Wanted:** full size LWB truck, '95-'98 model, V-8 engine, for cash or will trade a '96 Ford Bronco 4x4. A. P. Douzart, Alexandria; (318) 449-1348.

## TRAILERS, WAGONS & EQUIPMENT

**Sears wagon** on rubber tires, short tongue, 8'x16' wood flatbed, kept in barn, \$500. L. R. Cooper, Boyce; (318) 443-1987.

**7'x14' Camper** trailer, self contained, new tires, new a/c, \$1200. Elvin Soileau, Ville Platte; (337) 363-4094.

**16' Bison** pull-type stock trailer, divider gate, back sliding door, new tires, side escape door, new tires, floor in great shape, little rust, \$1800. Melissa Henry, Patterson; (985) 395-6015.

**(35) Cotton trailers**, 8'-10' wide, 24'-40' long, for hay trailers or storing crawfish traps, good to excel. cond., del. avail., \$500-\$1450. T. L. Enright, Sr., Sicily Island; (318) 389-5395.

**2003 20' WW** stock trailer, w/tarp, torsion springs, \$4500; new '04 25' flatbed gooseneck, w/dove-tail, spring ramps, \$3600; same trailer, used, \$2700, both are tandem axles. Donald Richardson, Natchitoches; (318) 357-1502 or (318) 471-1627.

**20' Bumper-pull**, low-boy trailer, w/16" tires, elec. brakes, (2) 6000 lb. axles, ramp & \$1800. Ronnie Guidroz, Iowa; (337) 478-6955.

**Gooseneck horse/wagon** trailer, 24'x6'8", front 9' enclosed w/cabinets & bed in nose, back open for vehicles, back/side entry, elec. winch, \$5000. Gary Wimberly, Walker; (225) 664-7372.

**2-Seater antique** wicker carriage, \$2000; unique horse-drawn hearse, \$4000; passenger wagons w/top, carries 20-25, \$2500-\$3500. G. Wimberly, Walker; (225) 664-7372.

**2-Horse trailer**, bumper-pull, '00 WW w/large walk-in tack or dressing room, \$2650. Robert Riche, Baker; (225) 261-5284.

**16' Gooseneck** trac. trailer, w/steel floor, very good cond., \$1200. Roy Firmin, Zachary; (225) 654-9566.

**Horse trailers**, (4) to choose from, serious inquiries only, \$350-\$2000. Tammy Ross, Gray; (985) 688-3529.

**14' Cattle trailer**, all metal, metal top, excel. cond., spare tire, bumper-pull, \$2200. Douglas Toney, Kentwood; (985) 748-6329.

**1993 Gooseneck** brand 28' cattle trailer, pipe sides, tarp top, \$3500. R. Rice, Lena; (318) 793-9484.

**(2) 8'x32, (3) axle** all steel, flatbed cotton trailers, good cond., \$750/1. Reiddie Harper, DeRidder; (337) 328-8188.

**Horse wagon**, rubber tires, equipped to be covered, has brakes, wagon size 5x7, like new, excel. cond., \$575. G. L. Buddy Payne, Tickfaw; (225) 567-5002.

**26' Heavy-duty** equip. trailer, dual tandem axles, dovetail w/fold-down ramps, \$3000. Lester Fournier, Houma; (985) 851-6020 or (985) 580-4897.

**Gooseneck dump** trailer, 12x5, (2) axle, \$3600. Lolan Harrington, Abbeville; (337) 937-6283 or (337) 251-1848.

**1997 Jayco** popup, sleeps 8, a/c, refrigerator, stove, \$3500 or trade for small trac. of equal value. Albert Thibodeaux, Iota; (337) 779-3471.

**New buckboard**, w/brakes, \$1600; new big wheel driving cart, \$1600. Ed Cato, Calhoun; (318) 644-1888 or (318) 235-5434.

**1999 Dual** tandem, dual wheel gooseneck trailer, 35'x5' dovetail, new treated pine floor, fold-up

ramps, good tires, (2) 12-ton axles, elec. brakes, \$5500. Will Andrews, Clinton; (225) 719-3940.

**Wilson Alum.** hopper grain trailer, w/tarp, \$4500; '90 Hawkeye Eagle hopper trailer, \$7500 as is, or w/new tarp & paint, \$10,000. Rodney Courville; (225) 625-3103.

**24' Gooseneck** cattle trailer, 8000 lb. axles, 6'6" wide, w/custom made tarp, excel. cond., \$4100. Mark Swanson, Cloutierville; (318) 379-0272.

**WW 2-horse** trailer, w/bumper pads, saddle compartment, rubber mats, very good shape, \$1500. Fran Lambert, Hessmer; (318) 563-9076.

**2000 Exiss** 3-horse trailer, w/weekender special, all aluminum, like new, a/c, w/heat strip, refrigerator, hot water heater, microwave, cowboy shower, extra nice cabinets & sink, insulated & paneled, \$14,500. Ed Durr, Jr., Amite; (985) 748-5556.

**16' Gooseneck** rawhide horse trailer, \$1750; bale buggy, never used, \$450. Buddy Lucky, Bossier City; (318) 453-5685.

**(45) Storage trailers**, good tires & landing gear, all cond., will del., \$700-\$1800; Palmer steel dump trailer, liner, elec. roll tarp, \$9000; 38' Chamberlain alum. grain trailer, new steel floor, new roll tarp, new landing gear, \$5000. Ray Gremillion, Zachary; (225) 654-0616 or (225) 939-5711.

**16' Heavy-duty** flatbed trailer, 795. Ronald W. Delk, Walker; (225) 665-5678.

**Heavy 4-wheel** wagon, w/8'x14' all steel body w/Hiel lift, \$500 or \$250 for body & lift. Austin Casanova, Amite; (985) 748-7363.

**Wanted:** grain cart for horse farm, to get feed at mill. Jayne Segura, Broussard; (337) 369-9325.

## FARM & LIVESTOCK SUPPLIES

**SA 200-welding** machine, completely rebuilt, on trailer & leads, \$2550. Stanley Hayes, Grand Cane; (318) 858-3659.

**Home built** ATV, good for use on farm or ranch, \$400. Bernard Darbonne, Pollock; (318) 765-9415.

**Lincoln 200** amp welder, on trailer, \$1500. F. Coldiron, Jonesville; (318) 339-7876.

**125 KW generator**, caterpillar engine, single phase but can be wired for 3-phase, \$5000. Douglas Madden, Saline; (318) 576-3570.

**Un-used Troxel** Legacy Gold riding helmet, blk., med., \$40; Allflex handheld stock prod, \$25; English bits, \$15-\$20/1; English leather saddle bag, \$20; twitch, \$5. Debby Sharbaugh, Ethel; (225) 683-4919.

**Wooden deer** or cattle self-feeders on skid, 4' & 6' capacity, 1250-1750 lbs., never used, \$398-\$495. J. C. Landreneau, Ville Platte;

(337) 363-6088.

**Okra cutters**, hand operated, \$90/1-up; custom-made motorized cutters, \$500/1-up, advanced deposit required. Franklin Courville, Opelousas; (337) 407-0188.

**2 3/8" tubing**, 75¢/ft.; 2 7/8" tubing, 85¢/ft.; 3 1/2", 95¢/ft.; 7" casing, \$5/ft.; 8 5/8" casing, \$6/ft. Gene Denton, Jena; (318) 992-4504.

**8" Alum. irrigation**, w/38" gates, \$1/ft.; 8" PVC, new, \$2/ft. G. Denton, Jena; (318) 922-4504.

**2 3/8" tubing**, 85¢/ft.; 2 7/8", 95¢/ft.; 3 1/2" tubing, \$1.75/ft., larger sizes also avail. Terri Brasseaux, Carencro; (337) 896-8462.

**Fireplace insert**, w/blower, good cond., \$150. Randy Wilson, Glenmora; (318) 748-8831.

**Structural steel** pipe, 4" OD, 38'-44' long, \$3/ft.; 4 1/2" & 5" OD, 31' long, \$4/ft. F. E. Van Hook, Arcadia; (318) 263-2307.

**Oil field** pipe, 2 7/8" some w/capped end, \$20/1, will help load. S. W. Gourdon, Goldonna; (318) 357-0616.

**New galv.** panels, w/mud boots, all include 4' bow gate, 40' rd. pen, \$682; 50' rd. pen, \$835; 60' rd. pen, \$1039. Michael Passman, Amite; (985) 748-5094.

**New galv. rd. pens**, 40', \$600; 50', \$700; 60', \$800; 80', \$1075, all are galv. & have 6' ride-through gate; 5' x 10' panels, \$42/1. Carl Barlow, Pride; (225) 603-5610.

**Diesel generator**, never used, 7 hp, elec. start, w/key, 5500 watts, 110v & 220v, AC/DC, \$4000. J. Cormier, Morrow; (318) 939-2287.

**Hydro Terra** hydroseeder, 300-gal., 14 hp Honda, plus extras, \$1500. Nick Zaunbrecher, Crowley; (337) 230-1050.

**Woodmaster** wide belt drum sander, 27" Phantom ornamental milling machine, w/cutters, in excel. cond., \$3000/both. John Reynaud, Convent; (225) 562-0255.

**Plastic drums**, closed top, 55-gal., white, \$10/1. E. J. Flanagan, Hammond; (985) 345-1498.

**8" Alum. irrigation** pipe, 20' joints, 38 pieces, \$1/ft. Klint Robinson, Jonesboro; (318) 259-9727.

**16" Circle Y** pleasure saddle, extra deep padded seat, floral w/backstitching, rawhide covered tree, 3" like new, stirrup leathers, \$230. Ed Durr Jr., Amite; (985) 748-5556.

**Panels, 8'x16'**, \$45-\$64.5; gates, 4'-18', \$37.5-\$85; walk-through gates, 4', \$59; 6', \$68; 8', \$78; 16', w/4' walk-through gate, \$125; feed troughs, 5', \$65; 10', \$105; 11', \$115.5. Celia Juneau, Hessmer; (318) 563-8478.

**Priefert sq. chute**, w/trailer, \$2200, w/o trailer, \$1775; 9-bushel seeder, 3 pt. hitch, \$450; hay rings, \$115; hay forks, \$275; water troughs, Rubbermaid, 300-gal., \$215; 150-gal., \$135, all new equip. Ricky Juneau, Hessmer; (318) 563-8478.

**(6) 40' steel** trusses, \$300/1. David Bodie, Alexandria; (318) 448-4178.

**Fedders 32,000** BTU a/c, \$150. Juanita Fee, Glenmora; (318) 748-4128.

**Plasma cutter**, Miller spectrum, 650 on sturdy shop stand, \$950; Miller welding machine, w/spool gun, on sturdy shop stand w/extras, \$1950. Kenneth Poole, Eunice; (337) 457-5686.

**New Potato bins**, agriculture crates, shipping containers, shrink wrapping, all bushel sizes, oak w/metal corners. Thad Desormeaux, New Iberia; (337) 364-2898.

**15" Bobby Cook** barrel racing saddle, excel. cond., \$550. Ronald Ballard, Pine Grove; (225) 777-4032.

**Bull riding** equip., (2) ropes, right hand, \$200; (1) vest, large, \$80; (1) pr. spurs & straps, \$30; (1) pr. chaps, blk. & red, \$300; (1) glove, right hand, size 9, \$20 or \$600/all. Robert LaBorde, Marrero; (504) 689-7385.

**Cattle squeeze** chute, \$1500. Buddy Lucky, Bossier City; (318) 453-7688.

**Sand pot**, spray pot, blasting hoses, air lines, filter trap & blasting hood, \$1000/all. Jerry Kratzer, Roanoke; (337) 753-2327.

**10" Table saw**, \$200; 1-ton Dayton elec. chain hoist, \$500; heavy-duty battery charger, 12 & 6 volts, \$75. John Snyder, Laplace; (985) 652-4508.

**Wanted:** used 750-1000-gal. stainless steel bulk milk tank, clean & no chemicals. Loren Hawes, Jackson; (225) 629-5551.

**Wanted:** bar joist, trusses or I-beams for barn roof, 20'-30' long. F. G. Prescott, Opelousas; (337) 942-7621 or (337) 942-3750.

**Wanted:** 12", 14" or 16" Lo-lift pump & 471 or 671, left hand diesel engine. Rodney Courville, Maringouin; (225) 625-3103.

## FROM THE FARM

Please include a statement along with your ad indicating how the item has been or can be used on a farm.

**(10) Dozen wide** mouth jars, \$5/doz. Juanita Fee, Glenmora; (318) 748-4128.

**Canning jars**, (2) cases, 1-quart, \$7/1; (1) case, wide-mouth, \$8.5; 1-pint jars, (3) cases, \$6/1; ½-pint jars, (1.5) cases, \$6; (7) 1-gal., \$4/all. Patsy Cook, Covington; (985) 892-7058.

**Wanted:** old gristmill or mill-stones, any size. Richard Eaves, Demopolis, AL; [rleaves@email.com](mailto:rleaves@email.com), (334) 289-8906.

**Wanted:** old sugar or syrup kettles, any size. Steven, Baton Rouge; (225) 261-8739 or (225) 938-9366.

**Wanted:** old coke machines or signs. Kathy, Baton Rouge; (225) 261-8739 or (225) 938-9366.

## NATIONAL RICE MONTH



# Conrad Rice, *continued from page 12*

"I looked around at different companies that I admired. One of them was the McIlhenny Tabasco Company," Davis said. "They've done a marvelous job of taking a pepper sauce and making it top quality and promoting it with the story they told."

It was all part of the marketing plan Davis said.

"There are a lot of people doing white rice and we got very nervous about the fact that someone from out of state and really large could come down here, drop prices and try to take our market share away," Davis said. "We decided to get into other things. That's what the company store was about. This store was to differentiate us from being just another commodity operation."

"We had all kinds of neat little products and we let people know we were here, got them to come visit us and gave them a tour."

To begin the tour, tourists are ushered into the tiny theatre at the rear of the store and sit in antique church pews to view a 20-minute slide show on Acadian culture.

Always the savvy marketer, Davis uses the tour groups to test new products and to give the tourists a little lagniappe.

"We'll cook something new and let people sample it," Davis explained. At last count, more than 50,000 tourists annually visit the operation and they all leave with the knowledge that Konriko is "more than just a rice mill."

A Southern Pacific train whistle blared from a rail line barely 10 yards from his store as Davis talked about future challenges confronting his business. It's all part of the evolution of the way people buy their groceries, he said.

"It used to be all about the little mom and pop grocery stores that did their charges and all that," Davis said. But chain stores and large grocery wholesalers changed the landscape.

"Now I'm seeing an evolution that scares me a little bit," Davis said, noting his feeling that in the not too distant future there will be room for only three grocery store chains in large metropolitan markets like New York City, Miami and Houston.

"It means that we're going to have to be really sharp if we're going to sell in that stream of groceries," Davis predicted. "What's going to happen is there will be less stores to put our stuff in and shelf space will become very, very valuable."

"We're going to have to have our niches and that's what this rice mill is all about. It's a niche operation."

Davis already thinks Konriko has the necessary products to find those smaller markets that demand healthy food.

The Conrad Rice Company owns three main lines of product, consisting of Konriko rice merchandise, R.M Quiggs, a company Davis bought out of Florida 20 years ago, and Hol-Grain.

"Hol-Grain might be our most unique product," Davis claimed. "We bought this company because they were making crackers from brown rice."

Konriko's Hol-Grain line offers choices for people who suffer from celiac sprue, a genetic disease that prevents them from digesting wheat gluten or oats, which is found in many snack products.

"We've tripled the sales of this rice line," Davis said. "We make crackers, pancake and waffle mixes, brownies and bread crumbs."

Davis is also steering his company into the lucrative organic food market, an added benefit of the Hol-Grain acquisition.

"People are interested in organic product and are willing to pay a premium," Davis said. "The market is there and the consumers are asking for it."

"We have an organic brown rice cracker that will be coming out very soon, but I can't find an organic growing in Louisiana and that's a real problem for us, but it's always good to give the consumer what they're asking for."

Davis' latest gamble is the opening of a new Konriko Company Store and Rice Museum in New Orleans' French Quarter, but he



**Conrad Rice Company, milling rice since 1912, is the oldest operating rice mill in the U.S. Konriko employee John Bourque (below left) packs 10-pound bags of Konriko's long-grain white rice. The machine measures the weight, heat seals, and cuts the packs automatically. Joe Fichter (bottom left) monitors one of the many belt drives that keep the mill's old equipment humming. Unable to buy replacement parts for the antique milling machinery, Fichter is sometimes forced to fabricate fittings onsite.**

thinks it's a good risk.

"New Orleans has eight to 10 million visitors a year, and I would assume that 90 percent of them go to the French Quarter," Davis said. "We're located right on Jackson Square in the Pontalba Building across from Cafe du Monde."

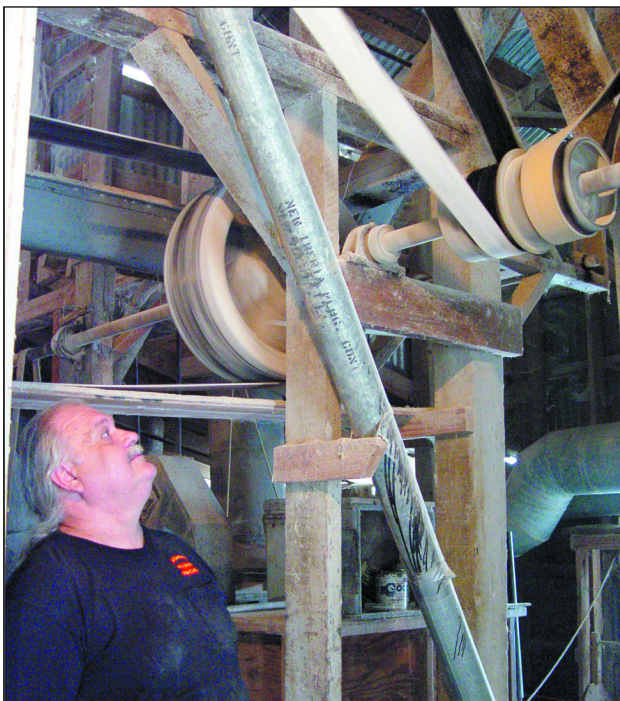
Future Konriko Company stores may be located in Charlotte, South Carolina and Key West, Florida, both areas where rice was historically grown.

For now Davis is pleased with the direction his company has taken and is on a mission to ensure that Konriko can survive another 92 years.

"The quest was not to be completely tied into a commodity like white rice. There's not a thing wrong with white rice. We sell a lot of white rice. It's a big part of our business. But we want to be more than that."

If he plays his cards right, they will.

Visit [www.Konriko.com](http://www.Konriko.com) for more information about the Conrad Rice Company and its many products.



## Rice History, *continued from page 12*

growers to supplement his own crop. As the retail consumer market grew, he began to sell the rice in smaller sized bags.

By the 1950s, "Konriko" was trademarked as an acronym for Conrad Rice Company.

When P.A. Conrad retired, he left the business to his three sons: Phillip, Julian, and Allen. Phillip's untimely death left the two remaining brothers to carry on the family business. After more than 25 years of operating the mill, Julian and

Allen reached retirement age and the customer base had dwindled to only three New Iberia grocery stores.

In 1975, Davis, a former teacher and farmer, bought the business from the Conrad brothers. He quickly had the mill up and running after lying dormant for two years.

The original part of the mill, built in 1914, is significant because it is a rare surviving example of a factory using belt-drive power transmission. Other additions were made to

the mill in 1917 and 1930. Davis has made many changes and improvements to the mill since 1975, including a Konriko Company Store that features the full line of Konriko food products and Louisiana souvenirs.

"Now we sell to every major wholesaler in the state and to every chain store," Davis said. "We have also developed a specialty rice business in all 50 states and Canada, and we're beginning to break into the European markets."





## ***Celebrate National Rice Month***

### ***Crab-Stuffed Mushrooms***

6 oz. (1 package) crab or 1 can drained & flaked	1 can condensed cream of shrimp soup, undiluted
1/2 cup celery	12 large mushrooms, trimmed
1/2 cup raw rice	1 cup (4 oz.) shredded sharp Cheddar cheese
2 tbsps. chopped chives	
1/4 cup tartar sauce	

In a bowl mix crab, celery, cooked rice, chives, tartar sauce and soup. Remove stems from mushrooms and chop. Stir chopped mushrooms into crab mixture. Place mushroom caps around outer edge of 10-inch pie plate. Spoon crab mixture evenly into mushroom and in center pie plate. Sprinkle top with cheese. Bake at 350 degrees for 35-40 minutes or until bubbly.

### ***Spicy Chicken & Rice Casserole***

1 (8 oz.) package (1 cup) dirty rice mix  
1 lb. processed cheese  
1 package chopped frozen broccoli, cooked according to package directions  
1 can chicken broth  
1 1/2 lbs. boneless breast tenders, boiled, cooled and cut into pieces

Bring broth to a boil. Add rice mix, simmer over low heat until rice is done. Add cheese. Broccoli, and chicken. Stir. Place in casserole dish. Cover for 5 minutes. Serve. May use grated mild cheddar cheese on top if desired.

### ***Rice and Mushrooms***

1 cup rice	1 medium onion, diced
1 (4 oz) can mushrooms	1 can chicken broth or beef consommé
1/4 tsp. oregano	2 1/4 cups water
1/4 lb. butter or margarine	

Melt margarine in a skillet, add onions, rice, oregano and mushrooms and brown. Keep stirring, lower heat and simmer for 15 minutes. Add consommé and water. Cook until hot again. Pour into a casserole dish. Let it stand at least 45 minutes. Bake at 400 degrees for 45 minutes, uncovered. Check at 30 minutes.

### ***Creamy Chicken & Wild Pecan Rice Casserole***

*\*This recipe was taken from the Konriko Web site. For more information or recipes visit [www.konriko.com](http://www.konriko.com).*

1 (7-oz) box KONRIKO® Wild Pecan® aromatic rice (about 1 cup)	1 tsp. KONRIKO® Creole Seasoning
4 tbsps. butter or margarine (1/2 stick)	2 cups chicken broth
3/4 cup chopped onion	1 cup light cream
1/2 cup slivered almonds	1 (2oz) jar diced pimiento
1/3 cup all-purpose flour	2 tbsps. finely chopped parsley
	2 1/2 cups diced cooked chicken

### ***Creamy Chicken & Wild Pecan Rice Casserole*** *continued*

Cook rice according to package directions, omitting butter. Meanwhile, melt butter in a large skillet or saucepan over medium heat. Add onion and almonds and cook until almonds begin to brown lightly, about 4 minutes, stirring often. Stir in flour and Creole seasoning and blend well. Add broth and cream and mix well. Cook and stir until thickened and bubbly, about 5 minutes.

Remove from heat and stir in pimiento and parsley, then add chicken and rice. Blend well and spoon into a buttered 2-quart casserole. Bake in a 375° oven for 30 minutes or until heated through.

### ***Southern Belle Buffet Casserole***

2 cups rice	1 bunch celery
3 envelopes chicken noodle soup mix	1 large green bell pepper
9 cups boiling water	2 onions
2 lbs. bulk pork sausage	1 cup whole blanched almonds

Cover and boil for 30 minutes: 2 cups rice, 3 envelopes of chicken noodle soup mix and 9 cups boiling water. Fry 2 pounds of bulk pork sausage. Drain off most of the fat. Chop 1 bunch celery, 1 green bell pepper and 2 onions. Add to sausage and sauté. Stir in rice and chicken soup mixture. Add 1 cup whole almonds, halved (or slivered). Top with more almonds. Bake at 350 degrees for 30 minutes.

### ***Raspberry Rice Ring Mold***

1/2 cup rice	1 (10 oz.) package frozen raspberries
2 cups milk	1 pint whipping cream
1/2 teaspoon salt	1/4 teaspoon almond flavoring
1 envelope Knox gelatin	1/3 cup sugar
1/4 cup cold water	

In a double boiler, cook the following ingredients until very thick: Rice, milk, and salt. Dissolve Knox gelatin in cold water and add to the hot rice (after it thickens); refrigerate until cold. Whip whipping cream until thick. Add the sugar and almond flavoring. Add to rice mixture. Put in a large oiled mold. Refrigerate. Thaw frozen berries, unmold rice salad and spoon berries over rice salad mold or place in a small dish to be served with rice inside the molded ring.



# Coming Your Way

**The Horseman Association** of Southwest Louisiana has team calf sorting events Sept. 4, Sept. 11 and Sept. 18 beginning at 5 p.m. with the children's practice run at the old Dairy Festival Barn on Erath Road in Abbeville.

Adult registration begins at 6 p.m.

Single or team riders and all skill levels are welcome. A current Coggins test is required for all participants.

For more information, contact Valerie at (337) 212-0544.

**Calcasieu Horseman's Club** will host open horse shows at 8

a.m. Sept. 26, Oct. 30 and Nov. 6 at Burton Coliseum in Lake Charles.

Participants will be able to take part in more than 40 judged events and nine speed events. Year-end awards will be presented.

For more information, contact Marie Hannie at (337) 477-6997.

**Silver Spur Riders Club** will host open horse shows beginning at 8 a.m. Sept. 4, Oct. 10 and Nov. 7 at Burton Coliseum in Lake Charles.

Classes will include halter, English, Western, judged and speed.

For more information, contact Renee Jordan at (337) 855-3279 or

Bonny Vincent at (337) 598-2498.

**The SugArena** is sponsoring the \$5,000 Added Open 4D Barrel Race Labor Day Classic Sept. 5-6 at the SugArena, 716 N.W. Bypass (La. 3212), in New Iberia.

Contact Trudy Bulliard at (337) 365-7539 or trudy@sugarena.com or visit [www.sugarena.com](http://www.sugarena.com) for more information.

**Acadiana Barrel Racing Association** will host point shows on Sept. 4 and Sept. 18 at the SugArena, 716 N.W. Bypass (La. 3212), in New Iberia.

Books close at 4 p.m. Classes include barrels (open, youth and

novice) & poles (open and youth) Non-members welcome.

For more information, visit [www.ebarrelracing.com](http://www.ebarrelracing.com) or call Kyle Sherman at (337) 237-7171.

**Cajun Country Miniature Horse Club** will sponsor an open miniature horse show on Sept. 18 at the Lamar-Dixon Expo Center, 9039 St. Landry Road, in Gonzales.

Events include halter, driving and costume with several fun classes geared to youth.

Registration begins at 8:30 a.m. and show starts at 10 a.m. Admission is free.

For more information, contact Gene Burns at (225) 622-1732 or visit [www.cajuncountryminis.com](http://www.cajuncountryminis.com).

**Livingston Horse Show Association** will host open b nshows beginning at 9 a.m. on Sept. 11 and Sept. 25 at South Park Arena in Denham Springs.

The show will include halter, performance and timed events. Classes are divided into English, gaited, novice and rider.

Age groups are peanut, pee-wee, junior and senior.

Contact Dee Senez at (225) 664-3150 or JoLynn Allen at (225) 665-0335 for more information.

**Baggett's Fencing** and Arrowhead Canoe Rental will host the 12th Annual Old Time Plow Days on Sept. 25 and 26 in Oberlin on La. 26 (9 miles west of Oberlin).

Anyone with harness animals is encouraged to participate.

Events start at 8 a.m. both days and include plowing, disking, log-sliding and wagon rides. No admission and camping is available.

For more information, contact Ben Baggett at (800) 637-2086.



Colten Blanchard, a 14-year-old freshman at Sulphur High School, took first place honors in the junior bareback riding competition at the National Little Britches Rodeo in Colorado Springs last July. Colten, seen here at a Little Britches competition in early July in Hackberry, is the son of Timmy and Stacey Blanchard of Carlyss.

## Pat Heroman, continued from page 2

rials and aesthetics for their atrium," Heroman said. "What was really neat was Argosy's project probably totaled \$200,000 and it proved to be the best project in the world for that year."

Heroman has won numerous other accolades over the years.

Current clients of Heroman Services include the LSU College of Art and Design, Pennington Biomedical Research Center, Department of Agriculture and Forestry headquarters, the Mall of Louisiana and the Mall at Cortana in Baton Rouge; the Riverwalk, Oakwood Mall and Esplanade Mall in New Orleans; the Embassy Suites in Destin, Fla.; East Chase

Mall in Montgomery, Ala.; and Santa Rosa Mall in Fort Walton Beach, Fla. Other major installations in the works include a project at the upscale Marco Island in Florida, one of the nation's premier retirement communities, and a project Heroman is assisting with in Boston.

Heroman employs about 50 people companywide including his wife, Deborah.

His company provides interiorscape installation, renovation and maintenance services, and also offers plant rentals for special occasions.

For more information, visit their Web site at [www.heromanservices.com](http://www.heromanservices.com).

## Heroman Services, continued from page 2

look' everything in their banquet area changes. They go running through the hotel pulling plants and those plants suffer," Heroman noted.

"In restaurants, there's the 'grease factor.' Restaurants have to be kept really clean for health reasons and different things, but there's difficulty in having to clean plants with all of the cooking that's going on. There is an immense amount of goo. There's also a time frame for cleaning and maintaining in a restaurant because the plants are all intermingled with where they're going to have people sitting."

### Trends – what's hot

"The trend is people wanting color inside," Heroman stated point blank. "I was a very numbers oriented person and I used to almost discourage people from even considering color because I thought it was a waste of money.

"But what I found out is, when you have color it is very uplifting to the employees and to your clients. People enjoy the brightness. They get enthusiastic without even realizing why."

Another growing trend that started during the 1990s is moving away from bedded plants in interiorscapes to containers.

"The container designs have really tried to take on the aesthetics of what the trends are at the time. The down side to that is 10 years from now if the Grecian look is not what is going to be here or the Indonesian ceramic containers are not the 'in' thing then it's going to start dating the look," Heroman said.

### Back to the future

Considering interiorscape projects can cost anywhere from \$200,000 or less for a retail or office project to \$2 million for an upscale hotel project, the

potential for the industry to grow appears certain. It's been said that interiorscape businesses are touching only 4 percent of their market, which leaves another 96 percent out there for Heroman and his competition to tap.

Meanwhile, Heroman and his employees are setting the standard for interiorscapes in Louisiana and around the country. His business, like others that are similar, is bringing positive recognition to the state and making an economic impact with each new project he lands.

"There's too much of this market left. If we treat the industry right – nurture it, grow it – it's got so much potential. We should try to raise the standards. We're in here to bring the aesthetic value up and we want to raise the level of this business to where everybody wants it."



Charlie Nettles installs a new anthurium plant at LDAF headquarters in Baton Rouge.





Visit your local farmers market

BIENVILLE PARISH

Gibbsland  
Gibbsland Farmers Market Assoc.  
Main Street  
Wed. & Sat. 7 a.m.  
until sold out  
June - Oct.

CADDO PARISH

Shreveport  
Festival Plaza Farmers Market  
river front at Festival Plaza  
Wed. & Sat. 6:00 - 11 a.m.  
June 5-July 31

CALCASIEU PARISH

Lake Charles  
Lake Charles Farmers Market  
317 Pine Street  
Sat. 8 a.m. - noon  
Jan. - Dec.

EAST BATON ROUGE PARISH

Baton Rouge  
Red Stick Farmers Market #1  
On Fifth St. near Main & Galvez  
Parking Garage  
Sat. 8 a.m.- noon.  
Jan.-Dec.  
Red Stick Farmers Market #2  
8470 Goodwood Blvd.  
Unitarian Church Parking Lot  
Tues. 9 a.m. - 1 p.m.  
May-July & Sept. - Dec.

Evangeline Parish

Ville Platte Farmers Market  
11 East Main Street  
Fri. 5 p.m.-7 p.m.  
Fall schedule TBA

IBERIA PARISH

New Iberia  
Teche Area Farmers Market  
Iberia St. & Main St.  
Tues. 4 - 7 p.m.  
Sat. 7 - 10:30 a.m.  
year round

LAFAYETTE PARISH

Lafayette  
Acadiana Farmers Market  
801 Foreman Dr. & Dulles St.  
Tues., Thurs. & Sat.  
5 - 10 a.m.  
Jan. - Dec.

LAFOURCHE PARISH

Thibodaux  
Thibodaux Main Street Market  
310 West 2nd Street  
Sat. 7 - 11 a.m.  
April-July & Sept.-Dec.

MADISON PARISH

Tallulah  
Tallulah Farmers Market  
408 N. Cedar St., Hwy. 165  
Tues., Thurs. & Sat.  
8 a.m. - noon, May-Nov.

NATCHITOCHES PARISH

Natchitoches  
Cane River Green Market  
Cane River Bank  
Sat. 9 a.m. - 1 p.m.  
April - Nov. 15  
ORLEANS PARISH  
New Orleans  
Crescent City Farmers Market  
Locations:  
#1-700 Magazine St. & Girod St.  
Saturday 8 a.m. - noon  
Jan. - Dec.

#2 - Uptown Square, 200  
Broadway  
Tues. 10 a.m. - 1 p.m.  
Jan. - Dec.  
#3 - French Market Place &  
Governor Nicholls  
Wed. 10 a.m. - 2 p.m.  
Jan. - Dec.  
#4 - American Can Parking Lot  
3700 Orleans Ave.  
Thurs. 3 p.m.-7 p.m., year round

QUACHITA PARISH

Monroe  
Monroe Farmers Market  
1212 Washington St.  
Mon. - Sat.  
6 a.m. - 1 p.m.  
June - Aug. 20  
West Monroe  
West Monroe Farmers Market  
1700 North 7th St.  
Mon. - Sat.  
6 a.m. - 6 p.m.

ST. LANDRY PARISH

Opelousas  
St. Landry Farmers Market  
952 East Landry St., Hwy. 90  
Tues., Thurs. & Sat.  
6 a.m. - 11 a.m., Jan.-Dec.

ST. MARTIN PARISH

St. Martinville  
St. Martinville Creole Farmers  
Market  
Evangeline Blvd. & Main St.  
Sat. 9 a.m. - 12:30, May-Dec.

ST. TAMMANY PARISH

Covington  
Covington Farmers Market  
City Hall, 609 North Columbia  
Sat. 9 a.m. - 1 p.m.  
Wed. noon - 4 p.m.  
Jan. - Dec.

Mandeville

Mandeville Trailhead  
Community Market  
675 Lafitte St.  
Sat. 9 a.m. - 1 p.m.  
TANGIPAHOA PARISH  
Hammond  
Cate Square Farmers Market  
Charles St. & Oak St.  
Sat. 9 a.m. - noon, Jan. - Dec.

TERREBONNE PARISH

Houma  
Cajun Farmers Market of Houma  
- Terrebonne  
Tunnel Blvd. & Naquin St.  
Mon. - Sat.  
6 a.m. - 6 p.m., Jan. - Dec.

WASHINGTON PARISH

Bogalusa  
Bogalusa Farmers Market  
500 Block of Columbia St.  
Sat., 8 a.m. - 1 p.m.  
Jun. - Oct. 2

WEST FELICIANA PARISH

St. Francisville  
St. Francisville Farmers Market  
agricultural pavilion (4-H Barn)  
Wilcox St.  
Thurs. 1:30-5:30 p.m., May-Nov.

WINN PARISH

Winnfield  
Winn Farmers Market  
301 West Main & St. John St.  
Tues., Thurs. & Fri. 7 - 10 a.m.  
June & July  
Thurs. 7 - 10 a.m., Aug. - Nov.

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Oct. 28 issue: Deadline Thurs., Oct. 7, noon  
Nov. 11 issue: Deadline Thurs., Oct. 21, noon

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Slaughter Cows Utility	\$53.70	\$41.75	\$35.70
Feeder Steers 400-500 lbs.	\$126.80	\$96.59	\$86.69
Feeder Heifers 400-500 lbs.	\$119.35	\$88.26	\$75.90



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# REBIRTH

of



*When Mike Davis took over the venerable old Conrad Rice Mill in 1975, it had exactly three customers left. With a stroke of marketing genius he landed the 92-year-old corrugated rice barn on the National Register of Historic Places and has inserted his Konriko brand into niche markets nationwide. Now Davis' business is a national tourist stop and a testament to the durability of Louisiana's rice industry.*

**C**onrad Rice Mill owner Mike Davis is a gambler. He doesn't visit the riverboats or the land casinos and has yet to drop a single quarter into a video poker machine.

His life's gamble was to buy an old New Iberia rice mill in 1975 that had a customer base of exactly three local stores.

Formerly a cattleman with little control over prices or markets for his livestock, Davis figured he could create his own luck buying and selling rice.

"If you're going to market a product you need to have more say," Davis said. "It seemed like we ought to have more control."

And even though at the time Conrad Rice Company had only three customers, Davis knew he had the answer.

"I could do something about that," he said. "I just had to go and talk to people. Nobody was doing that."

A few shrewd marketing moves and a little bit of luck later, Davis has taken the 92-year-old rice mill and turned the Konriko rice line into one of the best known brands in Louisiana with specialty rice products in all 50 states. (Konriko is the trademark name for Conrad Rice Company.)

Maybe one of the more strategic plays Davis made was getting the old corrugated tin building placed on the National Register of Historic Places. Part of the inspiration for the historic designation came from Tennessee's Jack Daniels Distillery, the oldest registered distillery in the United States.

"My wife and I visited Jack Daniels and I saw how they took this little-bitty operation, made it successful, and how it could apply to us," Jack Daniels purposefully leaves its signage stressed and weather-worn. Davis has adopted that technique with not a drop of new paint on his signs and buildings.

Another curious aspect of Jack Daniels: "Jack Daniels is actually in a dry county. You can't even drink there," Davis



Konriko Company Store

marveled.

With help from now deceased University of Louisiana at Lafayette history professor Glenn Conrad, Davis discovered that his tiny operation was actually the oldest operating rice mill in the United States.

"That was something I could use because Jack Daniels had gotten themselves listed on the national register," Davis said. "That's like the Good Housekeeping Seal of Approval among people who travel and are looking for historic places of interest."

"We got listed on the historic register and began bragging

Company Store.

He constructed the replica of an old country store next to the mill and created a retail center to feature Louisiana products and souvenirs as well as ever-expanding Konriko rice products.

Davis, who holds a marketing degree from UL Lafayette, but was teaching high school before he made the break and bought himself a rice mill in the mid-1970s, took inspiration from Konriko's famous neighbor in Avery Island.

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about that," Davis said. "It's a big deal. We're 92-years-old. Not many companies make more than four or five."

Davis began conducting mill tours and proceeded with the next phase of his gamble by creating a reception center called the Konriko

## Conrad mill tracks state's evolution in rice farming

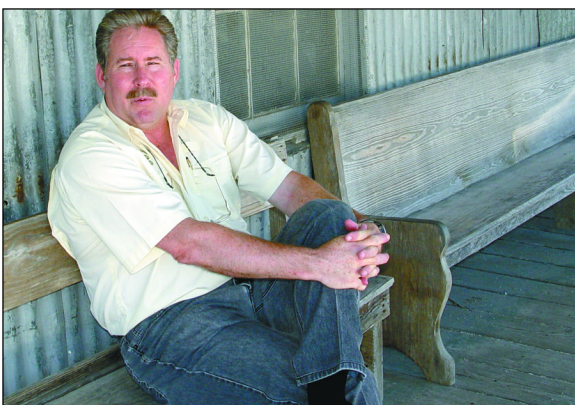
The Conrad Rice Mill is the oldest rice mill in America and a leading tourist attraction in the Bayou Teche country. Realizing the cultural significance of the mill, present-day owner Mike Davis got the 92-year-old mill listed on the National Register of Historic Places in 1981.

The Conrad Rice Mill and Planting Company was founded by P.A. Conrad in 1912, barely a generation after subsistence rice farming became commercial rice production in south Louisiana in the 1880s. At that time,

rice was cut by hand and sun-dried on the field levees. The dried rice was then put into threshers and

packed into 100-pound bags and transported to the mill. Before modern grain storage facilities became common, the mill operated only three or four months out of the year. Conrad was forced to sell his rice from inventory as he waited for the next crop to harvest.

Conrad was an astute businessman and his business grew until he could no longer supply enough rice to meet his mill's needs. He began to buy grain from other



Mike Davis

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